## THE

# MANUFACTURING CONFECTIONER

Pioneer Specialized Publication for Confectionery Manufacturers

PLANT MANAGEMENT, PRODUCTION METHODS, MATERIALS, EQUIPMENT, PURCHASING, SALES, MERCHANDISING

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#### IN THIS ISSUE

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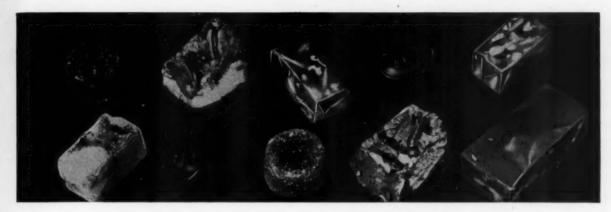
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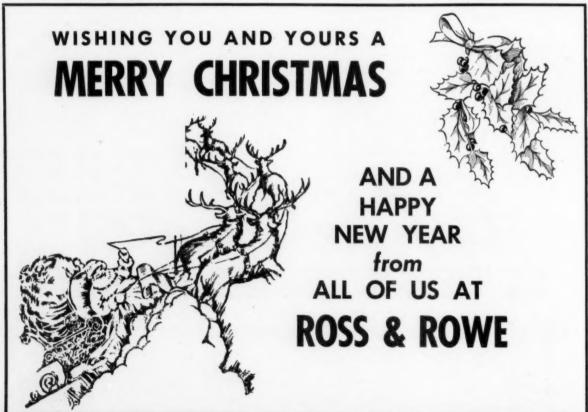
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By Robert Whymper\_\_\_\_\_\$2.50 in U.S.A., \$3.00 Elsewhere

A scientific discussion of fat-bloom and what can be done to prevent it. After establishing the fact that cacao butter is largely to blame for fat-bloom, or "graying," the author describes various fractions of different melting points in cacao butter, also crystallization and the part it plays in fat-bloom. The influence of nut-oil and milk-fat on the tendency to form fat-bloom is discussed as well as storage conditions.

#### CACAO FERMENTATION

By Arthur W. Knapp

A complete treatise on the methods of preparing cacao for commercial use. The book contains chapters on the fermentation of the pulp, changes in the interior of the bean, the production of acetic acid, ripeness of the pods and improved methods, alternative methods to fermentation and production of armoa, temperatures of fermentation, and information about drying.

FOOD TECHNOLOGY By S, E, Prescott and B. E. Proctor----

Covers the broad field of sources, methods of handling and manufacture of the principal commercial food products. The book emphasizes the fundamental principles involved in the various methods of food manufacture and treatment rather than to give highly detailed accounts of the manipulations carried out in each particular case.

#### RIGBY'S RELIABLE CANDY TEACHER

By W. O. Rigby.

Reveals valuable secrets of candy making through 900 trade-producing formulas. Contains valuable information for the experienced and inexperienced candymaker, including point-ers on purchasing equipment for a new shop, buying raw materials, arrangement of the shop, a dictionary of candy-making terms, a condensed table of candymaking helps, an-swers to questions commonly asked about candymaking troubles. troubles.

#### CHOCOLATE COATING CANDIES BY MACHINE

By Marie Gianini\_

A primer for the operator and for everyone else who is active in or connected with chocolate work. Written in simple understandable language it is an unusual accumulation of first-hand information on the subject of coating machines.

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#### FRUIT PECTINS

Their Chemical Behavior & Jellying Properties By C. L. Hinton, F.C.I.

This report is based on work carried out during a period of several years. It will be of real value to those who are working on the many problems associated with pectin.

#### HANDBOOK OF FOOD MANUFACTURE By Dr. F. Fiene & S. Blumenthal

A collection of practical tested formulae, descriptions and analysis of raw materials for the confection, ice cream, condiment, baking, beverage, essence, flour, preserving, salad dressing and allied industries.

#### FOOD INDUSTRIES MANUAL

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#### CAKE MAKING AND SMALL GOODS PRODUCTION ames Stewart & Edmund B. Bennison, M.Sc.....

This book contains chapters on Baking of Confectionery Goods, Preparation of Fondants, Confectionery Making Machinery, Flours used in Confectionery, Moistening Agents, Eggs, Sugars, Chemical Aeration, Flavorings, Essences and Essential Oils, Spices, Colors and Coloring Matters, Nuts Used in Confectionery, etc.

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for December, 1940

page 11



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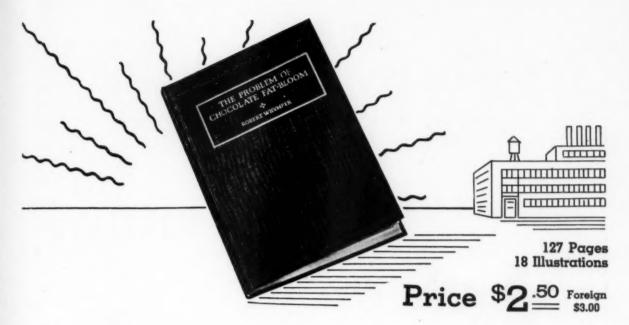
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Robert Whymper's Treatise on

# CHOCOLATE Fat-Bloom

# What Causes it . . . How to Prevent it . . .

#### For the technical man--

After establishing the fact that cacao butter is largely to blame for fat-bloom, or "graying," the author describes various fractions of different melting points in cacao butter, also crystallization and the part it plays in fat-bloom. The influence of nut-oil and milk-fat on the tendency to form fat-bloom is discussed.

#### For the practical man --

Human and physical characteristics in manufacture, as well as storage conditions, all having a bearing on fat-bloom, are discussed in detail.

This book has received the generous endorsement of acknowledged authorities and should be a part of your library.

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# THE MANUFACTURING CONFECTIONER



# CANDY PLANT HOUSEKEEPING (A Series)

# EDUCATING THE DEALERS

By ROBERT I. CLAYTON

#### Conclusion

TN THE FIRST article in this series it was pointed out that the manufacturer cannot properly be held responsible for insect contamination which takes place after the goods have left the factory. But it is very doubtful indeed if manufacturers in general pay enough attention to the precautionary measures which can and should be taken to see that their products and premises are actually free from insects. English manufacturers are apparently much more alive to the insect menace. and this may be due in part to the fact that they have banded together and formed a research body called the British Association of Research for the Cocoa, Chocolate, Sugar Confectionery, and Jam Trades. This association, which is now two decades old, is supported by contributions from its members, and in part by a grant from the Department of Scientific and Industrial Research, a department of the British government. The Association has its own research laboratories in London, where fundamental work on the problems of the industry is carried out. As insect contamination is, or was, a problem common to all members of the association, publications have been issued, giving recommendations drawn up by committees of experts on insect control. One such publication is the pamphlet "Methods for the Control of Moth Pests in

Factories," which was prepared by a special Committee of the Manufacturing Confectioners Alliance in conjunction with the British Association of Research, etc. Many of the recommendations contained in this pamphlet have been embodied in the first four articles in this series, and due acknowledgement is made to this very excellent publication.

Mention should also be made of the series of Monographs on factory pests written by the British Association's entomologist, J. M. Nicol. These monographs are available at nominal cost, and a complete list of the monographs is given herewith:—

Pests in Food and Food Factories
Beetle Pests of Food and Food Factories
Moth Pests of Food and Food Factories
Flies and Wasps in Food and Food Factories
Cockroaches in Food and Food Factories
Animal and Bird Pests of Food and Food Factories.

These monographs vary in length from eight to 30 pages, and each in turn gives quite a comprehensive summary of the subject in hand. For instance, the question of fumigation is dealt with in monograph No. 1, and in the third article in this series, Mr. Nicol's opinions on the relative necessity of fumigation have been clearly set forth for the benefit of American manufacturers. It is clear that there is a case both for and against fumigation.

In addition to the above, the British Association, again in conjunction with the Manufacturing Confectioners Alliance, has issued two pamphlets for suppliers and users of confectionery machinery. These are as follows:

"Machinery Design and the Control of Moth Pests in Factories."

"Factory Fittings, Mountings, Appliances and Furnishings, with Regard to the Control of Moth Pests."

Copies of these two publications are now in the hands of the editor of The Manufacturing Confectioner, and reference will be made to those in an early issue. Meanwhile, American manufacturers would do well to try and procure copies of any or all of the above publications for their own use.

#### Protection for Candy After Leaving Factory

While it is very necessary for manufacturers to keep their own premises free from insects, it is no less true that they should take steps to see that their products remain free from insects after leaving the factory. It is of course very difficult to say what percentage of chocolate and confectionery bars are infested on leaving the factory, and what percentage are subsequently infested on the jobbers' shelves or in the retailer's stores. It is probably safe to say that more than 50% of the total infestation takes place outside the factory. This is borne out by the fact that the usual pest found in returned goods is not the Cocoa moth (Ephestia elutella) which infests cocoa beans, but the Indian Meal Moth (Plodia interpunctella), which has a much more cosmopolitan appetite. Another pest quite common in returned goods is the Saw-Toothed Grain Beetle (Oryzaephilus surinamensis), a fairly common pest of food-products stores.

The English manufacturers have tried to educate the middlemen and retailers to the necessity of insect control, and to this end have issued a booklet containing "Hints on the Storage of Chocolates and Confectionery."

Thousands of these booklets have been distributed to the trade, and there can be no doubt that they will help to accomplish the purpose desired, i. e., to make the retailer conscious of the menace of insects in his store. Always remember that it is not sufficient to make sure that your own goods are adequately stored; it is important to realize the value of good storage conditions for all chocolate goods. Where, as is the case today, the bars of a number of manufacturers are stored together in the same show-case or on the same counter, competitors' stock may become a source of infestation for all the other stock in the customer's store. One infested chocolate bar is quite sufficient to cause infestation throughout the whole store, if action is not quickly taken to stop the nuisance at its source.

The author well remembers one case where a box of bars was brought in by a salesman and found to contain quite a large number of adults of the saw-toothed grain beetle. There was no evidence that the beetles had bred in the box, and the natural conclusion was that the insects had migrated to this particular box from other source. The source of the infestation turned out to be the customer's showcase, which was badly overrun with all stages of the insect concerned. The bars of several different manufacturers were contained in the showcase, and it will be easily seen that a fresh box of bars placed in the midst of this menagerie would soon become infested with wandering insects. The customer was quite astonished when the trouble was located, and this only goes to show how oblivious some retailers may become to occasional

insects which may rapidly increase in numbers under their very noses.

It will be remembered that in the first article of this series reference was made to a typical Notice of Judgment under the Food, Drug, and Cosmetic Act, and it was pointed out that insect-infested chocolate bars were usually destroyed by the officials of the Food and Drug Administration after the non-appearance of a claimant. But this does not tell the story of the filthy bars which in some instances are purchased by the public with consequent loss of good will to the manufacturer. "Maggots" are universally disliked because of their unsightly appearance, which may cause nausea in a squeamish person who bites into a "wormy" apple or chocolate bar.

Numerous cases are on record where part of a chocolate bar was eaten before the "maggot" was noticed, thereby leading to the belief that other maggots must have been consumed with that part of the bar which was previously eaten. A case in point occurred where a woman purchased a confectionery bar, and partly consumed it in a darkened theatre. Upon returning home and opening the wrapper she found a "maggot" on the remainder of the bar, and immediately became sick. In such a case as this, is the manufacturer responsible for damages and doctor bills? Is the retailer, from whom the chocolate bar was purchased, responsible? are moot legal questions which are worth while considering in view of the number of unscrupulous persons who take advantage of almost any opportunity to sue for alleged damages.

#### English Law Suit Concerning "Negligence"

In this connection, a case which deserves publicity in the United States, was heard in England in December 1937. The plaintiff in this action claimed damages against the manufacturer in respect of illness which she alleged to be due to the consumption of chocolate which contained a "maggot." The action was founded on negligence, which the manufacturer denied. Evidence was given that the chocolate in question had been manufactured in May, was delivered to the retailer on June 15th, and was purchased on September 13th. Having regard to the life cycle of the Ephestia moth, the defendant manufacturer claimed that the larva found in the chocolate must have come from an egg laid after the goods had left his control. The judge found that no negligence could be proven and dismissed the case, with costs to the plaintiff. The following extract from the judgment is rather interesting:-

"It is useless to bring actions unless there can be established by the plaintiff a lack of diligence on the part of the manufacturer. On that matter I have heard of the precautions taken in the factory. It has been shown that Cadbury's (the manufacturer) have taken every step which properly can be taken by careful manufacturers to protect their goods from the ravages of this particular insect. There is, therefore, no lack of diligence in that particular matter on their part. The goods were supplied in a condition which I am perfectly satisfied was a proper condition. The researches of modern science are equally open to the retailer as they are to the manufacturer. If the retailer wishes to be a particularly cautious retailer he could, no doubt, obtain pamphlets showing the precise history of every parasite which might attack food-stuffs which he sells, but I imagine no retailer is ever likely to do that. It is quite plain that the attack from this particularly moth must have taken place at the shop of the retailer. Whether he could have guarded against

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# THE Manufacturing RETAILER



# POINTERS FOR RETAIL CANDY MAKERS

By GEORGE A. EDDINGTON

UCH time is wasted in the retail candy manufacturer's shop if you don't have your work organized so that you can get something started immediately, each morning. Where you are in one of the bigger set-ups, you must lay out the work so that you can be attending to some of the smaller jobs while a batch is cooking. Unless you organize your work in this way, your daily volume will fall down simply because the details of preparation for a batch and the completion of that batch will take too much time. Try to keep more than one thing going at a time.

In the smaller shop with limited equipment this is impossible, of course. The limitations of your equipment will make it necessary for you to run each batch through to completion and your equipment must be completely and thoroughly prepared before you can go to the next batch. Thus, you spend more time on some of the odd jobs than on actual candy making itself. Yet even under such circumstance, considerable speed and volume may be achieved if you have carefully thought each step of the process through and have planned your work so that there is a continuous routine established whereby the odd jobs and the preparations for each new batch may be reduced to a minimum.

In this connection it might be well to mention some of the short cuts available to the candy maker who is working with limited facilities. Let's take an example. Many smaller shops do not have a sizing machine or even a full set of sizing bars from ½ inch up. Say you have only a one-inch set of bars for your cooling slab. You want to make a piece consisting of three layers, two dark layers and a light layer in between. What can you do? You know the dimensions, or area, of your cooling slab. My experience has been that you can get about 100 lb. of candy on a 7"x 3" cooling table having a one-inch bar, or edge. Knowing the total weight of your batch, it is an easy matter to divide your batch up in such a



George A. Eddington

way that you can get an even distribution of the three layers to make pieces which will not be over an inch high. It's a simple matter of division. However, the amount of candy (weight) you will have on your table in a layer ½ in. thick will be something you must determine from your own experimentation or experience.

Here's a tip to the retail manufacturer on cutting candies, like caramels, etc. When you are cutting try not to get your pieces too uniform in shape, but allow for slight variation so that your goods retains that hand-made effect. The chief stock-in-trade that the retail store has is that its candies approach most nearly the "home made" type of goods. If pieces, therefore, are too uniform, they give the appearance of having been machine-made, which eliminates one of the chief talking points you have about your goods.

It has been my experience that many candy makers who are expert at the actual work of producing goods

#### CHRISTMAS SPECIAL

Pot Pourri

Grease your slab, an area about 3 ft. long by 1 ft. wide. On this area scatter

3 lb. Walnut or Pecans 2 lb. Glazed Cherries

1 lb. Pineapple Cubes (chopped small)

2 lb. Blanched Brazil Nuts

Now put into your kettle

15 lb. Sugar

5 lb. Corn Syrup

1/2 gal. Water

Bring this to a boil and steam down. Now put in your thermometer and cook up to 305° F., watching carefully

that it does not go higher.

Pour this over the nuts and fruits you have spread on the slab. Then take blanched almonds and a handful of pistachios and scatter them over the top. When the batch is half cool, cut into bars with a large knife, roll, cut into squares. The candy can be sold in squares or bars, or may be broken up and sold by the pound. This makes a very delicious Christmas candy.

are a total loss when it comes to devising ways and means of adapting the equipment they have to various needs, or of inventing their own little devices and "kinks" for cutting corners. In my opininon, the retail candy maker especially must be as expert in this direction as in the actual work of producing the candy. This is especially true where you are working in a shop with limited equipment and machinery. Your own inventiveness and ability to cut corners will go a long way toward helping you keep your production on schedule even in

rush periods.

On the other hand, there are certain pieces of equipment that you must have if you plan to make more than just a limited line of goods. So often candy makers write in saying they want to make this or that type of goods, but do not have the tools and machines required for doing so. In such cases I can only say that you are wasting time trying to develop a make-shift machine or gadget to take the place of the standard usually used for this or that kind of job. The commercial machines available for various types of work connected with making certain candies have, as a rule, been developed out of the candy maker's very own need and incorporate the very best of engineering skill combined with the practical candy maker's requirements. Even if such a ma-chine or piece of equipment is a little high priced, it will pay for itself in time saved and satisfaction rendered in the finished goods. Better get that machine now and save yourself a lot of grief and wasted time and energy.

As we approach another holiday season, I know that most of you men working in retail shops are much too busy to spend much time reading. It was with this in mind that we chose no special topic of conversation this month, but confined ourselves to a few tips and some generalization on the problems involved in the actual production of small-batch candies. During the coming year there may be some special topics you want discussed in this department, and at this time we extend a special invitation to you to submit some of your problems. We don't promise that we will always be able to give you the right answers, but you may be sure your troubles, if any, will be given careful consideration and in most instances, we be able to give you exactly what you are looking for or something else you may do to achieve the same results.

May I take this opportunity to extend cordial holiday greetings to all retail manufacturers and their candy makers. Here's my wish for your continued prosperity during the coming year.

## Candy Shops Have

## Novel Display Features

TWO ultra-modern retail candy shops have been opened in New York City by Cromwell Shops, Inc. One is at Broadway and 73rd St. and the other at 34 West 57th Street. Both are interesting to the trade in that they incorporate a technique in window display and counter arrangement that is novel and very practical.

The counters in these stores are really casement windows hanging on the walls. They have sliding glass doors. Cabinets below the windows contain wrapping materials and extra stock. Upon entering the shop, the customer may visit each of the "windows" which give exceptional display at eye level and permit much closer inspection of the goods than does the usual floor counter, much of which is obscured from vision if the store happens to be well-filled with customers. The salespeople of these stores mingle informally with the shoppers and, because they are uniformed, are easy to locate when the customer has made his selection.

The display windows of these stores are continued on the inside, making it easy for the customer to point out candy seen from the outside in passing, if this particular candy can not be quickly located by the customer in the interior displays. The two Cromwell shops are long and narrow and the designer has originated a remarkably interesting way to liven up the back end of the shops. The rear of each store has been rounded like the nave of a tiny cathedral. The walls of this nave are lined with circular shelves which cascade down to the floor. The entire area is brightly lighted, as are the wall-displays.

The illustrations shown herewith picture the front window display which is without background other than the shop itself and thus, serves both window shoppers as well as customers in the store. The other view shows the wall displays. Experience in the two stores has indicated the public "takes" to the novel and practical fea-

tures incorporated in them.





Two Views of the New Retail Candy Shop Recently Opened in New York by Cromwell's. At the Left is the Show and Display Window which Opens Into the Store. At the Right are the Casement Window Displays Where Customers May Inspect Stock at Close Range.



# THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candles, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candles, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

# 1940 Candy Clinic Selections

CODE 1H40

Assorted Chocolates-

1 lb.-\$1.00

(Sent in for Analysis No. 4377)

Appearance of Package: Good.

Box: Two layer extention type, overall embossed gold, name in black, neat and attractive looking box.

Appearance of Box on Opening: Good.

Coating: Dark and Light.

Colors: Good.
Gloss: Good.
Strings: Good.
Taste: Good.

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Dark Coated Centers:

Orange Creams: Good.
Glace Walnut: Good.
Vanilla Buttercream: Good.
Cherry Cream: Good.

Fruit Cream: Good.

Light Coated Centers: Glace Walnut: Good.

Vanilla Buttercream: Good. Fruit Nougat: Good. Cordial Pineapple: Good.

Cordial Cherry: Good.
Molasses Stick: Good.
Vanilla Stick: Good.
Molasses Chip: Good.
Cordial Raisin: Good.

Panned Filbert: Good. Almonds: Good. Jordan Almonds: Good.

Assortment: Good.

Remarks: Candy was well made and of good quality.

This month's Clinic is devoted to a selection of the outstanding packages, bars and assortments which have been analyzed during the past year by this department. From each class of confection examined we have endeavored to choose what, in our opinion, represented the best merchandise offered, taking into consideration the value of the money, quality, workmanship, and appearance. These have been chosen with absolute impartiality and a sincere effort has been made to consider every factor which might logically be considered a determining one. The various Clinic reports have been reproduced just as they have appeared in the original issues .- Editor.

Review—While this box was sent in for analysis it is an outstanding dollar box, one of the best that the Clinic has examined during the year. Box, packing and manufacturing were well planned and centers were of the best.

#### CODE 1140

Christmas Stocking—

41/2 ozs.-10c

(Purchased in a retail store, Boston, Mass.)

Appearance of Package: Good. Red cheese cloth stocking, red and gold printed clip on top.

Stocking Contained: Assorted hard candies.

Colors: Good. Gloss: Good. Stripes: Fair. Flavors: Fair.

Remarks: This is a cheap novelty at 10c and one of the best that the Clinic has examined this year. Some of the flavors were not up to standard but too much can not be expected at this price.

Review—Novelty candy packages are becoming very popular at prices ranging from 10c to 25c. Considerable business can be built up for Holidays and many of these cheap novelty packages are popular at all times. This novelty was well planned and very attractive looking. Suggest less candy be used and better quality.

#### CODE 1B40

Hard Candy Jar-no weight on

jar-20c

(Purchased in candy store, Chicago, Ill.)

Appearance of Jar: Good.

Size: Good.

Jar: High flued, black screw cap, brown and silver seal.

Colors: Good. Stripes: Fair. Gloss: Good.

Flavors: Fair.

### CANDY CLINIC SCHEDULE FOR 1941

The monthly schedule of the Candy Clinic is listed below. When submitting items, send duplicate samples by the 1st of month preceding the month scheduled.

JANUARY-Holiday Packages: Hard Candies

FEBRUARY-Salted Nuts; Chewy Candies; Caramels

MARCH-Assorted One-Pound Boxes of Chocolates

MAY-Easter Candies and Packages; Molded Goods

JULY—Gums and Jellies; Marshmallows

AUGUST-Summer Candies and Packages; Fudge

SEPTEMBER—Bar Goods of all types

OCTOBER—Home Mades: 5c-10c-15-25c Packages Different Kinds of Candies

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages; New Packages

Remarks: Candy is well made and looked good, but flavors are not up to standard. Large looking jar, cheaply priced at 20c.

Review—This was a good looking jar. It was very attractive as the hard candy was well made and had a very good gloss. It is surprising to go over samples of candy that look very good and are manufactured by good candy makers and then find the flavors of the cheapest kind. Flavors are most important in all kinds of candy and if they are not good the candy is not good.

Note—It was not possible to pick out the "best" Holiday box as all were not up to standard.

#### CODE 2D40

#### Assorted Chews-1 lb.-29c

(Purchased in a Confectioner's Shop, Oakland, Calif.)

Appearance of Package: Good.

Container: Novelty box, folding, in the shape of a house. Imprinted in a number of colors, Comic slogans and saying printed in colors.

#### Chews:

Colors: Good. Green chew had a trifle too much color.

Texture: Good.
Flavor: Good.

Remarks: This is a good-looking novelty, makes a good appearance and should be a good seller at this price.

One of the best candy novelty packages we have seen for some time. Review—For Chewy Candies we pick was well made, had good flavors and was in good condition when received. Many chewy candies either stick to the wrappers or are grained. At 29c this is an outstanding novelty box.

this one as the best because the candy

#### CODE 2P40

#### Salted Cocktail Peanuts-

#### 8 ozs.-21c

(Purchased in a liquor store, San Francisco, Cal.)

Appearance of Package: Good.

Tin: Vacuum type tin, key opener.

Roast: Good. Texture: Good.

Salting: Good.

Taste: Good.

Remarks: A good eating salted peanut and attractive tin.

This is the only way to pack salted nuts by a large manufacturer to insure nuts arriving in the hands of the consumer in good condition.

Review—These peanuts were good eating because they had a good brown roast and were salted right. Many salted nuts are not roasted enough and by the time the consumer gets them the salt has come off the nuts.

#### CODE 3F40

#### Assorted Chocolates-1 lb.-60c

(Purchased in grocery store, Chicago, Ill.)

Appearance of Package: Good.

Box: One layer, extention type, silver embossed paper printed in black tied

on corners with red silk ribbon, cellulose wrapper. Attractive looking for a 60c box.

Appearance of Box on Opening: Good. Number of Pieces: 77, 1 foiled.

Color: Good. Gloss: Good.

Strings: Good.
Taste: Good.

#### Centers:

Raisin Clusters: Good.
Filberts: Good.
Fruit Paste: Good.
Molasses Chew: Good.
Nut Crunch: Good.
Raspberry Cream: Good.
Vanilla Cream: Good.
Mint Paste: Good.
Chocolate Cream: Good.
Orange Cream: Good.
Orange Cream: Good.
Jelly: Could not taste any flavor.
Filbert Twins: Good.

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Butterscotch: Good.
Nut Nougat: Good.
Vanilla Caramel: Good.

Almonds: Good.

Assortment: Good.

Remarks: This is an outstanding box at the price of 60c the pound. Candy is well made, neatly packed and box is attractive. This should be a good seller.

Review—In the 60c class this box was outstanding. Assortment and quality were of the best and better then we find in some dollar boxes.

#### CODE 3D40

#### Assorted Chocolates—1 lb.—85c

(Purchased in retail candy store, San Francisco, Cal.)

Appearance of Package: Good.

Box: One layer, white embossed paper printed in blue, outside wrapper of white paper tied with a yellow grass ribbon, black seal embossed in gold.

Appearance of Box on Opening: Fair-See Remarks.

Number of Pieces: Dark coated 25, Light Coated 8, I Pecan roll, 4 only ½ dipped peppermint cream wafers.

Coating:

Colors: Good. Gloss: Fair. Strings: Fair. Ttaste: Good.

Dark Coated Pieces:

Peppermint Squares: Centers hard.

Nougat Stick: Good.

Molasses Mint Chew: Good. Chocolate Pecan Chew: Good.

Almond Crunch: Good.
Toasted Coconut Top Caramel: Good.

Pecan Caramel Chew: Good. Vanilla Cream: Good.

Chocolate Caramel Stick: Good. Chocolate Nut Fudge: Good.

Caramel & Molasses Taffy: Good. Chocolate Caramel & Coconut Paste,

Coconut top: Good.

Cream Peppermints: Good.

Half Dipped Peppermint Wafers: Good.

Nonpariel Top Chocolate Fudge: Good.

Light Coated Pieces:

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Chocolate Caramels: Good.

Pecan Top Coconut Paste: Good.

Nut Chew: Good.

Butter Crunch: Good.

Chocolate Almond Caramel: Good.

Pecan Roll: Good.

Assortment: Good.

Remarks: Box is not up to standard of this priced candy. Suggest a box with some kind of design embossed in gold. Box would make a better appearance if tied with grass ribbon and seal and a cellulose wrapper used in place of the white paper wrapper.

Appearance of box on opening was not good as the coconut and nonpareils were all over the candy, all pieces were "dusty" and ruined the looks of the chocolates.

Candy is some of the best that the Clinic has examined in some time, very well made and of the finest quality. If the coconut top and non-pareil pieces were wrapped in cellulose and the box made to look more attractive, this package should be a very large seller and considerable repeat business can be looked for.

Review—This box is superior to any dollar boxes we have examined this month. Many times we wonder why dollar boxes do not sell as they did a few years ago. One of the reasons is that we find 50c and 60c chocolates in many boxes priced at one dollar the pound. The consumer has gone to 50c and 60c boxes and in most cases gets better chocolates then we find in dollar boxes.

#### CODE 3G40

#### Assorted Miniature Chocolates— 1 lb.—25c

(Purchased in a 5 & 10 cent store, Chicago, Ill.)

Appearance of Package: Good for this priced candy.

Box: Light Buff, two layer full telescope, printed in brown, tied with blue cellulose ribbon.

Appearance of Box on Opening: Good. Number of Pieces: 61.

Coating: Milk.
Color: Good.
Gloss: Fair.
Strings: Machine.
Taste: Fair.

Centers:

Vanilla Cream: Good. Vanilla Chew: Good.

Pink Cream: Could not identify flavor.

Maple Cream: Rank flavor.

Vanilla Coconut Cream: Rank flavor. Jelly: Could not identify flavor. Vanilla Caramel: Fair. Assortment: Too small.

Remarks: Nothing much can be said when a box of this kind is sold, retailing for 25c the pound.

Review—In the 29c class this box is a trifle better then some we have examined. The best that can be said for any of these 25c-29c boxes of chocolates is the candy industry would be far better off if this type of candy was not on the market.

#### CODE 5K40

#### Dark Chocolate Moulded Egg about 8 ozs.—no wt. stated—40c

(Purchased in a retail shop, San Francisco, Cal.)

Appearance of Package: Good.

Box: Lavender bottom, yellow slip cover, paste on of a small yellow check, cellulose wrapper.

Coating: Dark.
Color: Good.
Gloss: Good.
Decorations: None.
Taste: Good.

Center: Fruit and nuts: Good.

Color: Good. Texture: Good. Taste: Good.

Remarks: A very well made fruit and nut egg. Good eating and contained a large amount of fruit and nuts.

Review—This fruit and nut egg was the best because coating and quality of center was of the best. Some fruit and nut eggs contain very little nuts or fruit and the cream is tough and dry.

#### CODE 5G40

## Pop and Chocolates Chicken Novelty—no wt.—4 pcs.—no price

(Purchased in New York City)

Novelty is made as follows: Chocolate chicken is on a stick, stuck in a round wood base, three chocolate filled plastic pieces are wrapped in foil and cellulose, all are held together with a rubber band. Amber cellulose is wrapped around pieces and tied with grass ribbon. Hard candy pieces were well made but had an imitation flavor that we could not identify.

Chocolate chicken was made from chocolate hard candy.

Moulding: Good. Taste: Good.

Remarks: A neatly made novelty. Suggest flavor be checked up and did not taste good. Very attractive novelty well arranged.

Review—For a novelty we pick this one as the best, but, here again, an outstanding package is ruined by cheap flavors. It pays to buy the best grade of flavors as you can ruin the best candy with a cheap flavor.

#### CODE 5W40

#### Milk Chocolate Hollow Rabbit 2 ozs.—5c

(Purchased in a five & ten, Chicago, Ill.)

Appearance of Rabbit: Good. Plain cellulose wrapper, blue and white printed seal.

Size: Good.
Color: Good.
Gloss: Good.
Moulding: Good.

Taste: Good, for a 5c seller.

Remarks: One of the best 5c milk chocolate moulded pieces that the Clinic has examined this year.

Review—For hollow pieces we find this one of the best. The quality of most of the hollow chocolate pieces is not up to standard. This piece was made of good milk chocolate.

#### CODE 7S40

## Undipped Marshmallows —1 lb.—11½c

(Purchased in a department store, Chicago, Ill.)

Marshmallows are packed in an open face printed folding box, cellulose wrapper.

Color: Good.
Texture: Good.
Taste: Good.

Remarks: A well made and good eating marshmallow. The Clinic can not understand how the manufacturer can make a living profit at the price of 11½ the pound retail.

Review—While we question the profit of this package, we can say these marshmallows were the best because they were good eating and had a good flavor, the texture was exceptionally good for an undipped marshmallow.

#### CODE 7E40

#### Assorted Opera Gums— 1½ ozs.—5c

(Purchased in a railroad depot, Boston, Mass.)

Appearance of Package: Good.

Candies packed on a printed tray, plain cellulose wrapper, printed paper seal.

Colors: Good.
Texture: Good.
Flavors: Good.

Remarks: The best 5c package of opera gums that the Clinic has examined this year.

Review—This gum package was picked as the best because the flavors were of the best and the same can be said for the manufacturing. Many opera gums eat like rubber and have the rankest flavors.

#### CODE 7L40

#### Assorted Jellies-3 ozs.-5c

(Purchased in a retail store, New York City.)

#### Appearance of Package: Good.

Jellies packed on a white board, printed cellulose wrapper.

Colors: Good.

Texture: Good.

Flavors: Good.

Remarks: The best 5c jelly package that the Clinic has examined this year.

Review—These jellies were of good quality and had a good jelly texture. Many so-called jellies we find are starch or gelatine gums. Flavors were of the best in these jellies.

#### CODE 8J40

#### Summer Candies-1/2 lb.-50c

(Purchased in a candy store, San Francisco, Calif.)

Appearance of Package: Good.

Box: One layer, square, tied with red, white and blue grass ribbon, name embossed in silver. Used as a Fourth of July Special.

Appearance of Box on Opening: Good.

Cellulose wrapper Pecan nougat squares: Good.

Cellulose wrapped Chocolate Caramel & Marshmallow: Marshmallow was grained,

Cellulose wrapped Milk Chocolate & Marshmallow: Good.

Cellulose wrapped Pecan Chew: Good.

Cellulose wrapped Butter Crunch:
Good.

Cellulose wrapped Pecan Chocolate NonPareil Wafer & Cream Wafer: Good.

Walnut and Figs: Good.

Chocolate Caramel Pecan Wafers:

Vanilla Caramel Chew: Good. Chocolate Caramel, Vanilla Coconut Paste and Brazil: Good.

Assortment: Good.

Remarks: Candy is well made and of the best quality. The best of its kind that the Clinic has examined in some time.

Review—We examine many boxes of Summer Candies and some are pretty "tough" looking when we receive them, pieces are stuck together, grained, rancid, etc. This box was exceptionally good, quality, workmanship and packing.

#### CODE 8E40

#### Assorted Coconut Candies— 1 lb.—39c

(Purchased in a railroad depot, Boston, Mass.)

Appearance of Package: Good.

Box: One layer, white printed gold and brown.

Appearance of Box on Opening: Good. Contents:

Coconut Bonbons: Good.

Coconut Bars: Good.
Toasted Coconut Rolls: Good.
Toasted Coconut Balls: Good.

Molasses Coconut Squares: Good. Assorted Coconut Squares: Good.

Assortment: Good.

Remarks: The best box of assorted coconut candies that the Clinic has examined this year. Candy is well made and good eating. Suggest box be wrapped in cellulose as it was soiled with finger marks, etc.

Review—This type of candy is becoming very popular and when right is very good eating. This best was outstanding in quality and packing. All pieces were good eating coconut candy, had a real coconut taste.

#### CODE 8D40

#### Salt Water Taffy—1 lb.—25c

(Purchased in a drug store, Boston, Mass.)

Appearance of Package: Good.

Box: Full telescope. Water and beach scene in brown, blue and red, cellulose wrapper.

Appearance of Box on Opening: Good. Colored wax wrappers used.

Taffy:

Color: Good.
Texture: Good.
Flavor: Good.

Remarks: The best box of Salt Water Taffy that the Clinic has examined this year, well made and good eating.

Review—Salt Water Taffy is one of the popular candies during the hot weather. We find some very crude samples of Salt Water Taffy on the market, rank flavors, pieces stuck to the wrappers, many have a strong grease taste. This salt water taffy was well made, had a good flavor and was in fine condition.

#### CODE 9K40

#### Milk Chocolate Caramel Peanut Bar—1 1/8 oz.—5c

(Purchased at a candy stand in a terminal, San Francisco, Cal.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine printed yellow, blue and red, piece of foil under wrapper on top. Coating: Good.

Center:

Color: Good.
Texture: Good.
Taste: Good.

Remarks: One of the best bars of its kind. A number of bars on the market are much larger but are not of the quality of this bar. C

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Review—We examine many bars of this kind and find as many qualities. This bar was well made, of good quality and workmanship.

#### CODE 9N40

#### Almond Crunch-1/2 oz.-5c

(Purchased in railroad terminal San Francisco, Cal.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Foil, printed in green and

Coating:

Dark: Good.

Center:

Color: Good.
Texture: Good.

Taste: Good.

Remarks: Bar is of good quality, well made. One of the best 5c crunch bars that the Clinic has examined in some time.

Review—For a crunch bar we pick this one as the best because it is a real crunch bar, well made and good eating. Many bars on the market are called crunch bars but we find them to be hard candy and some have a texture similar to fudge.

#### CODE 9Y40

#### Chocolate Fudge Bar— 2½ ozs.—5c

(Purchased at a subway station New York, N. Y.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Plain cellulose, gold seal, printed in blue.

Color: Good.
Texture: Good.

Texture: Good.

Remarks: One of the best 5c fudge bars that the Clinic has examined this year.

Review—For a fudge bar we pick this one as the best. The texture and flavor of real fudge. Some fudge bars have a texture like a grained caramel and some are tough and have a strong condensed milk flavor.

THE MANUFACTURING CONFECTIONER

#### CODE 9GG40

#### Chocolate Coated Coconut Bar-23/4 ozs -3 for 10c

(Purchased in a cigar store, New York, N. Y.)

Appearance of Bar: Good. Wrapper printed cellulose, silver, blue and

Coating: Dark: Good. Center:

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Color: Good. Texture: Good. Taste: Good.

Remarks: For size and quality this is the best coconut bar on the market at this price.

Review-Coconut bars are coming to the front again and there are large numbers on the market. This bar had a fine coconut taste and coconut was soft and good eating. Many coconut bars contain coconut that is hard and tasteless.

#### CODE 11D40

#### **Assorted Creams and Soft Centers** -8 ozs.-25c

(Purchased in a drug store, Boston, Mass.)

Appearance of Package: Good.

Box: One layer, white printed in green and gold, cellulose wrapper.

Appearance of Box on Opening: Good. 19 pieces.

Coating: Dark. Color: Good. Gloss: Good. Strings: Good. Taste: Good.

Center:

Chocolate Fudge: Good. Cream Brazil: Good. Buttercream: Good. Pineapple Jelly: Fair. Lime Jelly and Cream:

Cream: Too hard. Flavor: Good.

Vanilla Nut Fudge: Good. Molasses Coconut Cream: Good.

Raspberry Cream: Good.

Maple Walnut Marshmallow: Good. Vanilla Marshmallow: Good.

Peppermint Cream: Good. Wintergreen Cream: Good. Orange Cream: Good.

Lemon Cream: Good. Wee Bit Peppermint Cream: Good.

Mint Jelly: Good. Assortment: Fair.

Remarks: Candy was of good quality. Suggest some hard and chewy pieces be added as box contained too many

FLAVORS ESSENTIAL OILS R.DREYER INC. 119 WEST 19th ST. NEW YORK. N.Y.

#### IMITATION APPLE FLAVOR

Use this interesting new flavor which is now obtainable for every flavor use.

- For HARD CANDY and CHEWING GUM use -Concentrated imitation HARD CANDY type..... \$2.00 pint
- For GUM DROPS, CANDIES, and JELLIES use Concentrated imitation STANDARD type... \$1.50 pint
- For GELATINE POWDERS and PUDDINGS use -SUPER concentrated imitation type... \$2.50 pint

Review-We consider this the best 25c package of this kind because the others examined were not of good quality. While this box may contain too many creams they were well made and good eating. Considerable added business can be built up with a box of this kind if the candy is good and neatly packed.

#### **CODE 11U40**

#### Chocolate Peppermints-31/2 ozs. -10c

(Purchased in a railroad depot, Boston, Mass.)

Appearance of Package: Good. Box: One layer, green printed in black

printed gold seal. Appearance of Package on Opening: Good.

Coating: Dark. Color: Good. Gloss: Good. Strings: Good. Taste: Good.

Center:

Color: Good. Texture: Good. Flavor: Good.

Remarks: The best 10c box of chocolate peppermints that the Clinic has examined this year. Well made and of good quality.

Review-We examine many boxes of chocolate peppermints during the year and find some very poorly made, and that have rank peppermint flavor. This package of peppermints was well made, had good texture and a very good peppermint oil was used in the center, also was coated with a very good chocolate coating.

#### CODE 11M40

#### Caramelettes-2 ozs.-5c

(Purchased in a drug store, Chicago, Ill.)

Appearance of Package: Good. Yellow folding box open face center, printed

Pieces are in cellulose bag. Coating: Light: Good.

Center: Vanilla Caramel. Texture: Good.

Color: Good. Taste: Good.

Remarks: The best panned chocolate caramels that the Clinic has examined in some time. Piece is well made and good eating.

Review-This package was considered the best of its kind because it was well made and the quality was good.

#### **CODE 11S40**

#### Orange Slices-41/2 ozs.-10c

(Purchased in a candy store, New York, N. Y.)

Appearance of Package: Good.

Orange slices are formed in the shape of an orange, cellulose wrapper, silver seal printed in blue.

Color: Good. Texture: Good.

Taste: Good.

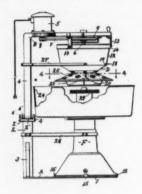
Remarks: A neat and attractive orange slice package. Slices are well made and had a good orange flavor.

#### PATENTS

The following memorandum relating to Patents is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D. C. The trade-marks were recently published by the U. S. Patent Office and, if no opposition thereto is filed within 30 days after the publication date, the marks will be registered.

#### Dispensing Mechanism of Popped Corn into Candy Floss or the like 2,108,152

Charles H. Cooley and Reginald B. Smith, Wichita, Kans. Application June 17, 1939, Serial No. 279,726. 4 Claims. (Cl. 107-4)



1. In combination with a candy floss machine a mechanism comprising a popped corn container, a rotatable distributor to receive popped corn from the said container, means to control the flow of the popped corn from the container into the distributor and power actuated means to rotate the distributor to eject the corn by centrifugal force while the candy floss machine is ejecting floss, the floss and popcorn moving in substantially the same path as they leave their respective source of ejection to mix the corn and floss together.

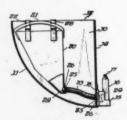
### Method of Preparing Grained Confections 2,199,887

Albert A. Lund, New York, N. Y. No Drawing. Application September 27, 1934, Serial No. 745,833. Renewed April 6, 1935. 6 Claims. (Cl. 99—134)

1. The method of preparing a grained confection which comprises preparing a solution of dextrose and sucrose, the latter being in sufficient quantity to supply an excess of syrup in the finished product, cooling and adding seed to the solution, subjecting the mixture to vigorous agitation whereby a distribution of crystal nuclei throughout the mass is effected, but whereby the fluid consistency of the mass is not destroyed, and thereafter permitting crystallization to continue spontaneously.

#### Depositing Machine 2,202,917

Robert J. Oswalt, Danville, Ill., assignor to Fred W. Amend Co., Danville, Ill., a corporation of Illinois. Application January 18, 1940, Serial No. 314,377. 5 Claims. (Cl. 197-1)

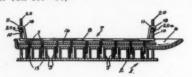


In combination with a candy making machine, a main hopper having a plurality of spaced discharge ports at the bottom thereof, an auxiliary hopper having a plurality of

spaced discharge ports fitted into and removable from the main hopper, and a plurality of connections leading from the ports in the auxiliary hopper to selected discharge ports in the main hopper.

#### Method of Forming Frozen Confections 2,204,495

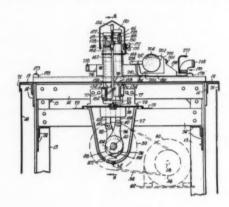
James E. Hogue, Hot Springs, Ark., assignor to Joe Lowe. Original application May 2, 1932, Serial No. 608,808. Divided and this application April 5, 1933, Serial No. 664,584. Claims. (Cl. 107-54)



6. The method of molding and handling individual frozen confections which consist in placing the confection material to be frozen in a plurality of mold cavities, placing a rod in each mold cavity so that the lower portion of the rod is immersed in the confection material, freezing the confection material whereby it becomes bonded to the rods and to the mold walls, breaking the bond between the mold walls and the confection material, simultaneously withdrawing all the rods with a molded confection congealed on each rod, and simultaneously exerting pressure on the tops of the confections for forcing them from the rods in a single operation.

#### Apparatus for Simultaneously Cutting a Plurality of Confectionery Products 2,204,519

William J. Taylor and Carroll A. Hennessy, Syracuse, N. Y. assignors to Joe Lowe Corporation, New York, N. Y. a corporation of Delaware. Application October 8, 1938, Serial No. 233,956, 10 Claims. (Cl. 107—21)



1. Apparatus of the class described comprising a supporting structure having a slotted table mounted thereon, reciprocating knife carrying frames carrying a plurality of alternately spaced reciprocating cutting knives which operate through the slot in said table, means for reciprocating said knife carrying frames, and, in combination therewith, a movable carriage member having a material supporting structure that is adapted to be passed between and through side cutting knives, said supporting structure having means for receiving a block of material containing a plurality of longitudinally spaced and outwardly projecting handle members protruding therefrom which is to be cut simultaneously into a plurality of individual pleces each containing a handle member when the same as passed between said knives, and means for maintaining said projecting handle members spaced from the top of said slotted table.

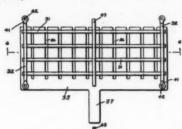
#### Process of Retarding Fat Bloom at the Surface of Chocolate and Chocolate-Coated Products, and the Resulting Product 2,216,660

Leon Russell Cook and John Harding Light, Lititz, Pa., assignors to Wilbur-Suchard Chocolate Company, Inc., Lititz, Pa., a corporation of Pennsylvania. No Drawing. Application January 30, 1939, Serial No. 253,684. 9 Claims. (Cl. 99—23)

1. The process of retarding fat-bloom at the surface of chocolate and chocolate-coated products which comprises bringing into contact with at least a portion of the cocoabutter of said product prior to the final hardening thereof an oxide selected from the group consisting of an oxide of nitrogen, sulphur dioxide, and converting by said oxide at least a portion of the oleic acid radical into the elaidic acid radical sufficient to raise the melting point of said cocoa-butter to reduce appreciably its tendency to recrystallize on the surface of said chocolate products but insufficient to raise it appreciably above body heat.

#### Confection Making Apparatus 2,204,496

James E. Hogue, Hot Springs, Ark., assignor to Joe Lowe. Application April 25, 1933, Serial No. 667,844. 3 Claims. (Cl. 107-8)



1. A confection making apparatus comprising a portable carrier, pins depending from said carrier in spaced relation for supporting a series of confections bonded to said pins, a plate having a series of open ended elongated slots extending across said plate in parallel spaced relation, said slots being spaced at intervals corresponding to the distance between pin centers, said plate being slidably insertable between said carrier and the tops of confections bonded to the pins, and said plate being slidable longitudinally along the pins to exert pressure on the tops of all confections at the same time thus breaking the bond between the pins and confections and stripping all confections off all pins in one operation.

#### Candy Wrapper 2,205,210

Theodore Rudolph Latour, Kenmore, N. Y., assignor to E. I. du Pone de Nemours & Company, Wilmington, Del., a corporation of Delaware. No drawing. Application July 1, 1939, Serial No. 282,436. 2 Claims. (Cl. 91-68) 2. A transparent sheet wrapping material for sticky candy comprising essentially a sheet of regenerated cellulose having a moistureproof coating thereon, said coating comprising essentially 54% of ethyl cellulose etherfied in the range 41% to 51% ethoxyl film former and 6% of moistureproofing agent together with 25% of resin blending and 15% of plasticizer.

#### Candy

Jesse K. Farley, Jr., Evanston, Ill. No Drawing. Application June 14, 1940, Serial No. 340,469. 4 Claims. (Cl. 99—124) 3. Candy having a jelly center and a smooth colored translucent coating, said center being clouded to reduce transmission of light through the center and its coating, whereby the color effect of the coating is produced sub-stantially entirely by reflected light.

#### Method and Means for Testing Sugar 2,226,282

Herman Jacobius, New York, N. Y. Application May 24, 1938, Serial No. 209,697. (Cl. 23-230)



The method of detecting the presence of sugar in a solution which consists in drying Benedict's solution on an impregnated inert heat resisting material, then applying a sample of the solution to be tested to the dried material, and subjecting it to heat, whereby the presence of sugar is indicated by the development of a yellow color on the material when so heated.

#### Safety Handle for Confections 2,211,197

Edward E. Cahoon, Racine, Wis. Application September 15, 1938, Serial No. 230,023. 4 Claims. (Cl. 99-138)



1. A lollipop stick comprising: a handle portion and a portion adapted to be embedded in the body of a lollipop, said stick portions being of substantially the same cross sectional dimensions; and a diagonally extending neck of smaller cross sectional area connecting said portions and extending at an angle to the longitudinal axis of the stick so as to give way readily upon the application of any undue force on the handle portion in any direction while the embedded portion is held.

#### Fudge Type Candy 2.210.886

Arthur P. Hellwig, Hartsdale, and Emil G. Fisher, New York, N. Y., assignors to American Maize-Products Com-pany, a corporation of Maine. No Drawing. Application July 19, 1938, Serial No. 220,000. 4 Claims. (Cl. 99—134)

July 19, 1938, Serial No. 220,000. 4 Claims. (Cl. 99—134)

1. A composition for making substantially non-sticky, fine-grained fudge, comprising an uncooked blend or dry, discrete fine particles of solidified starch conversion syrup, and the usual sugar and other essential fudge constituents in predominantly separate particle forms without substantial agglomeration of the solidified syrup particles with the other constituents, said solidified syrup particles being physically dispersed throughout the blend and comprising about 15% to 65% maltose and dextrose and the remainder principally dextrins, the dispersed solidified syrup particles providing a porosity characteristic to the composition conductive to smooth fine-grained texture and inhibiting masking of the flavor and physical properties of the other constituents, said composition being further characterized by forming upon the addition of liquid and application of slight heat a true fudge which has a non-sticky but fine grained structure and which will maintain over a period of time substantially greater softness and freshness than fudge made with liquid corn syrup.

#### Biltmore Hotel, Rognoke, To House S. W. C. A. Convention

Selection of the Biltmore hotel, Roanoke, Va., as the headquarters of the annual convention of the Southern Wholesale Confectioners Association, July 10 to 12, was announced by Sidney Grossman, S. W. C. A. president, following his visit to the Atlanta headquarters of the association in late November. The Biltmore has already be designated as the headquarters for the joint meeting of the National Confectionery Salesmen's Association and the Southern Salesmen's Candy Club. For the remainder of the present fiscal year of the association, President Grossman has outlined a five-point program for the association: First, to encourage local cooperation; second, to continue opposition to the so-called candy racket; third, to encourage jobber-manufacturer cooperation toward the adoption of selective selling to raise the profit standards of the Industry; fourth to aid jobbers in adjusting themselves to the rapidly changing economy which has been brought on by the world crisis; and fifth, to work with the President of the United States for national preparedness.

#### October Sales Up 11 Percent

Sales of confectionery and competitive chocolate products were 11 percent greater in October, 1940, than during the same month last year, acording to figures released by the Department of Commerce, Bureau of Census. For the 10 months' period ending Oct. 31, sales were 8 percent ahead of the same period in 1939. The gain of 3 percent from September to October was contrary to the seasonal decline experienced in the past several years. Sales by manufacturers of chocolate products, competitive to confectionery, continued to record the largest gains over last year, increasing 18 percent over October 1939, and 15 percent over the first 10 months of last year.

At this writing no startling developments have come out of the hearing on Chocolate Standards now going on in Washington. J. W. Sale, government expert on Cocoa and Chocolate, was the first principal witness to testify. Following his testimony, the hearing was recessed to give industry representatives an opportunity to prepare for cross-examination. The cross examination was scheduled for the reconvened session on December 11.

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#### Barometer

THE Keeley Institute in Dwight, Illinois, is an institute which claims to rehabilitate persons who have become habitual and chronic victims of John Barleycorn. Over the course of years since it began its work in 1890, the Institute has become a sort of barometer of business conditions. Ever since its beginning, the Institute's enrollment has gone up preceding periods of national prosperity, and down when depression was on the way. The management of the institution has even published a chart based on its enrollment in relation to the rise and fall of the business curve.

According to reports, the Institute has its biggest enrollment this year and new members are still coming in, almost daily. The doctors of the Institute point to this as their best evidence that we are headed for a big boom.

Fortunately, the Candy Business does not have to look to the rise and fall in drunkenness to foresee good or bad business. The pattern of candy consumption follows so closely the rise and fall of national income that any index tracing this rise and fall will tell candy manufacturers what to expect. The candy business can do something for liquor habituees, however, for it is a well-known fact that "reaching for a sweet instead of a highball" will, in most persons, completely obliterate the appetite for a sip of spiritus frumenti.

#### Year's End

N OW that the big holiday production season is over for most confectionery manufacturers, they have a sort of "breather" before they get into full production once more on Easter and other early-year holiday goods. This is the time when productions departments take stock of their mechanical equipment, individual machines, production line layout, and any trouble spots that may have arisen during the Fall, but which could not be corrected permanently then because of the need for continued, uninterrupted operation. This, then, would seem to be one of the times of the year when the Supply Firms and their sales force ought to be comparatively busy.

In many firms, sales meetings are held during these early weeks in December. The idea behind such meetings is, of course, to acquaint the salesmen with new lines, new policies, and the sales program for the coming year and, incidentally, to offer "the boys" a bit of holiday cheer. We have sometimes wondered whether the month of December is a good time to hold such meetings. Would it not be more advantageous, especially for ma-

chinery and equipment manufacturers, to get these meetings out of the way in November? Thus, their sales representatives would be free to cover their prospects intensively during the slight lull and perhaps come back with enough business that could still be put on this year's statement to make a considerable difference on the books.

If "the boys" still need their Christmas blow-out, the most logical period for that would be the days between Christmas and New Year. On the other hand, maybe the business they got during the lull would make them forget all about the customary party "on the house."

#### Chocolate Hearings

A S this is written, the manufacturers of chocolate and a good many candy manufacturers who make their own chocolate are sitting in on the Chocolate Standards hearing in Washington, Our information is that the hearing will continue for at least three weeks or more. Out of this hearing will come the standards governing chocolate used by itself, or as an ingredient for candy, bakery goods, etc. until revised or replaced by a new set of standards.

In our January issue we will bring an article on Chocolate by no less an authority than Robert Whymper, who is perhaps one of the world's greatest authorities on Cacao and Chocolate. Mr. Whymper has not yet indicated exactly what specific subject with reference to Chocolate he will discuss, but realizing his broad knowledge of the technical and economic aspects of Cacao, we can promise that his article will be a most important contribution to the technical, literature on the subject. Don't miss it.

#### We Approach A Milepost

DURING 1941, THE MANUFACTURING CONFECTIONER will celebrate its 20th Anniversary. Plans now being formulated are designed to make this an all-industry occasion. We do not intend to publish a special edition, as such, but will devote one of our regular monthly issues to a sort of historical "look-over-the-shoulder" covering the 20 years of our activity in behalf of the confectionery manufacturers and their suppliers. We invite your participation in this event. Specifically, we ask that readers contribute historical data covering their own firms and of the Supply Firms we ask their cooperation in making this one of the outstanding single events in the history of confectionery business publishing. Detailed information may be obtained from our two offices, in Chicago and New York.

Standard



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CONFECTIONERS

WIRE OR WRITE FOR SAMPLES AND FORMULAS



CALIFORNIA FRUIT GROWERS EXCHANGE

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PRODUCTS DEPARTMENT ONTARIO, CALIFORNIA

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IMMEDIATE DELIVERY FROM WAREHOUSE IN NEW YORK, CHICAGO, SAN FRANCISCO

for December, 1940

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# NEWS OF THE SUPPLY F

EQUIPMENT · MATERIALS · MARKET INFORMATION : FIRMS

### Supply Firm Head Celebrates 90th Birthday

NE of the West Coast's leading confectionery supply jobbers celebrated his 90th birthday in November. We refer to Luigi DeMartini, head and founder of the L. DeMartini & Co., San Francisco, Cal., suppliers of nutmeats and glaced fruits and fruit specialties to confectionery manufacturers.

Mr. DeMartini was born in Genoa, Italy, on Nov. 9, 1850. He came to the United States at the age of 18 months. His father had



Luigi DeMartini

been an army officer, but became a gardner in Central Park, New York, upon his arrival in this country. At the age of 12, Luigi ran away from home and tried to become a drummer boy in the Civil War, but his father nipped this idea in the bud and sent the boy to Havana "for the duration." He returned to New York after Lee's surrender and became interested in the marble cutting business.

In 1872, he struck out for California, where he practiced his own trade for several years. However, in 1876 he put all of his available cash into a nearly defunct candy business owned by friends, and this was the start of the present company which is among the largest confectionery supply houses in the U.S.

Mr. DeMartini was one of the first to make glace fruit in the West. The business started at 122 Post St., San Francisco, with no employees. Today the imposing institution is situated at 275 Branan St., where more than 200 men and women are employed. Still president of the company and remarkably active for his years, Mr. DeMartini considers himself a "slacker" because he devotes only three days a week to business. Associated with their father in the business are his four sons, John, Joseph, Louis and Walter. Mr. DeMartini is one of the founders of the old Italian-American bank, in San Francisco, and is honorary chairman of Union Sugar.

Evidence of increasing solidarity in business relations between this country and South America was shown in announcement recently of automatic packaging machinery orders received by Package Machinery Company. Orders included candy bar wrapping machines for Mexico and Panama, and sugar tablet wrapping machines. for Montivideo. Interesting is the fact that these orders have come from new rather than old customers.

#### Blanke-Baer Announce Grapes for Dipping

Something new in the line of dipping fruits was announced recently by the Blanke-Baer Extract and Preserving Co., St. Louis, Mo., when the company sent out a bulletin describing its Concord flavor dipping grapes. These grapes are produced by soaking seedless white California grapes in the company's pure concord grape puree. The flavor soaks through and through the grapes, The puree in which these grapes are soaked and packed may also be used to flavor fondant in which grape cordial is dipped. This will make a "double rich" flavor. A firm outer skin makes the dipping grapes as solid and easy to dip as cherries. The company's claim to popularity for the new dipping fruit is based on the successful grape flavored products which the public has accepted widely, such as grape drinks of various kinds, jellies, etc. Samples of these dipping grapes may be obtained from the company.

#### Guenther of Fritzsche Foregoes Foreign Jaunt

Instead of his customary trip abroad to supervise production at the company's factory in Seillans (Var), France, Dr. Ernest Guenther, chief research chemist of Fritzsche Brothers, Inc., New York, spent most of the summer and early fall completing field investigations on the production of essential oils in the U.S. These and similar investigations have brought him during the past 16 years to nearly every corner of the earth. His most recent studies in the U. S. have taken him to the producing regions of peppermint, spearmint, wormwood, tansy, erigeron, sassafras, cedarwood, sweet birch, wintergreen, dill and other domestic oils.

Howard A. Marple, editor of the Monsanto Magazine, house organ of the Monsanto Chemical Co., St. Louis, Mo., was recently elected sales director for Missouri of the Southwestern Association of the Industrial Editors Association.

Maxwell Tausek, head of the syrup and molasses firm of the same name at 120 Wall St., New York, died at his home in Lynbrook, L. I., November 30. Mr. Tausek, who had been in the syrup and molasses business since 1897, was prominent in fraternal and club affairs in his resident city.

Howard Dygert, formerly sales executive with the Reynolds Metals Co., has been named sales and promotion manager of the foil division of Milprint, Inc., Milwaukee, Wis.

Directors of the Wm. Stange Co., Chicago manufacturers of seasoning, food specialties and certified food colors, recently voted payment of a bonus approximating three weeks salary to each of 78 employees with six

months or more service with the company. This marks the ninth consecutive year the bonus has been paid, and the sales volume of the company has increased every year since the plan was inaugurated, according to William B. Durling, president, and F. M. Hartigan, secretary-treasurer of the company.

#### Automatic Dehydrator Put on Market

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od atAn automatically-operated, self-contained dehydrator, embodying the principle of removing moisture from the air by adsorption without resorting to low temperature cooling, has just been announced. The equipment employs silica gel, capable of adsorbing up to 40% of its weight in moisture, as the dehydrating substance. The dehydrator is particularly adaptable to manufacturers of candy, where it is desirable to maintain humidity conditions independently of dry bulb conditions. The unit is available in four sizes, utilizing gas or steam heat for activation.

#### Fritzsche Installs New Flavor Testing Laboratory

Expanding its service facilities to include observation and study of flavors under actual conditions of manufacture, Fritzsche Bros., Inc., New York, announce the installation of a modern, fully-equipped flavor testing laboratory and experimental kitchen. This new unit will be under the direction of Miss E. M. Hanff, whose extensive training and experience in this specialized field have been acquired here and abroad. The laboratory is equipped for small-scale manufacture of all varieties



Flavor Testing Laboratory Installed Recently by Fritzsche Bros., New York, Providing Facilities for Study of Flavoring Effects Produced in the Finished Product.

of confections. Its work will supplement that of the company's research and flavor laboratories by providing facilities for pre-testing and further study of flavoring effects actually produced in the finished product, using recommended ingredients under prescribed conditions of manufacture.

Frederick C. Renner, assistant manager of the New York branch of the Monsanto Chemical Co., has been promoted to the position of assistant manager of sales of the company's organic chemical division, with headquarters in St., Louis, Mo.



MAKE MORE MONEY and better candies by switching to SWEETOSE

Profits turn upward and candy qualities improve for manufacturing confectioners who switch to Sweetose, the new corn syrup that's sweet enough to replace all corn syrup and all or part of sugar. Actual experience shows the use of Sweetose saves as much as 20% in cooking and handling time. And candies made with Sweetose have better taste, better texture and longer shelf life. Here are six big reasons why it will pay you to switch to Sweetose:

- Cuts manufacturing costs Sweetose replaces all corn syrup, invert sugar syrup, and all or part of sugar.
- 2. Saves time and lowers costs—Sweetose permits faster cooking and faster whips.
- 3. Makes handling easier in storage tanks,

pipe lines, and kettles. Sweetose is 3 times as fluid as ordinary corn syrup.

- Improves taste of candles Sweetose provides needed sweetness and accents other flavors.
- Improves texture—With proper handling it is impossible to make a tough piece of candy with Sweetose.
- Lengthens shelf-life of candy—Reduces loss from return goods.

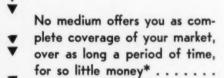
SWEETOSE is twice as sweet, 3 times as fluid as ordinary corn syrup



# Candy Manufacturers!

# A Reminder!

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#### THE CONFECTIONERY BUYER

Published by THE MANUFACTURING CONFECTIONER

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(Continued from page 16)

that by any method of keeping this chocolate I do not know, but this action has been brought, with the hazards involved, against the manufacturers and I am satisfied that the manufacturers have not been guilty of any negligence in this case."

This judgment would appear to set out very clearly the position of the English manufacturer, and to place the onus on the retailer, wherever it could be shown that the infestation took place after the good were delivered to the retailer's shop. Unfortunately members of the public usually think that "maggoty" chocolate means that the manufacturer has used inferior food materials or old stock to manufacture his chocolate, or else has left the chocolate too long in storage.

The only perfect protection would be packing in sealed tins or other containers with no cracks or crevices through which a minute newlyhatched larva could enter. But this would mean a considerable increase in cost and probably an inconvenience to the customer. In view of the fact that the insects concerned are well established in America, as in most other countries, it is not surprising that manufactured chocolate bars, like so many other food materials, should be affected by circumstances outside the manufacturer's control. The suprising thing is that retailers and others do not look upon chocolate and confectionery bars as a perishable commodity, like most other food products, but seem to think that very little care is needed to keep chocolate bars wholesome and free from insects. Since the opposite is true, it devolves upon the manufacturers to educate the retailers and other handlers of their products as to the best methods of storage to prevent deterioration.

#### CONFECTIONERS' BRIEFS

**Baltimore Candy Men** Dine-Dance, Dec. 14

The 13th Annual Joint Banquet of the Baltimore candy manufacturers, jobbers and salesmen, sponsored by the Confectionery Salesmen's Club of Baltimore, Md., will be held on Dec. 14, at the Lord Baltimore Hotel, according to an announcement received from Thomas V. Watts. An attendance of close to 500 is expected. The committee in charge includes: Harry Gerwig, chairman; W. R. Rose, J. W. J. Suter, William C. Meyers, William J. Kirwan, Thomas V. Watts, Sasha Spector, and Milton Rodberg.

Annual Christmas party of the New England Confec-tioners Club will be held at the Copley Plaza hotel, Boston, on Dec. 18, according to M. H. Brown, secretary. Some 400 guests are expected from the ranks of manufacturers, jobbers, and salesmen.

#### **Traveling Sales Meeting**

Instead of having one annual sales meeting at the home office, the executives of the Sweets Company of America, Hoboken, N. J., this year are holding a series of meetings in several larger cities in various parts of the country. The junket began early this month and will be completed on December 20, with meetings for the Eastern representatives in New York on that day. Cities covered





#### THE NEW GREER CHOCOLATE COATING MACHINE —

Embodies the first real improvements which have been made in chocolate coating machines in years!

Trying to make Profits in these times with Obsolete or Inefficient Chocolate Coating and Cooling Equipment!

**YET**—Many Manufacturers are trying to do that very thing!

The Present Demand is for Higher Quality Chocolates but at Lower Prices.

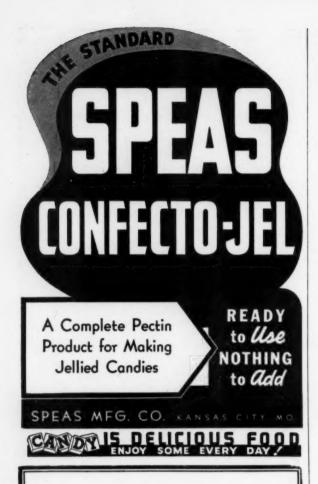
You cannot meet this demand with Obsolete or Inefficient Equipment and continue to show a Profit, but—

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Cambridge, Mass.



CITRIC ACID

TARTARIC ACID

CREAM OF TARTAR

SODIUM CITRATE



Manufacturing Chemists
CHAS. PFIZER & CO., INC.

81 MAIDEN LANE, NEW YORE, N. Y. 444 GRAND AVE., CHICAGO, ILL. include: Denver, Chicago, New Orleans. Included in the party are: Bert Rubin, president; Neddie Cloth, secretary; Aleck Abrahamson, vice president; Sam E. Rich, assistant sales manager; Richard Bouton, advertising department; and N. B. Norman of the Biow Company, advertising agency.

See Candy Company has built a new, larger building on Market street, San Francisco. The company expected to occupy the new site before the heavy holiday rush.

Frantz Candies, Inc., Lancaster, Pa., has announced plans to erect an \$18,000 warehouse adjacent to its plant at Grant and Cherry streets, Lancaster.

Articles of incorporation of the Taffy Shop, Inc., have been filed for record in Muncie, Indiana. The new company expects to engage in the manufacture and sale of candy, confections and kindred products, both wholesale and retail. Incorporators are: Carl A. Nottingham, Muncie; R. Lowell Slack, Larimer, Colo.; and James E. Slack, Riverside, Cal.

#### Five New Members For Production Club

Five new members were received by the Chicago Candy Production Club held Dec. 2, at the Four Seasons Sportsmen's Club. They include: Andrew G. Kanelos, head of Andes Candies, Harry Haskell, Wood & Selick; Charles Wilbur, Armour and Co.; Edward E. Feight, Food Materials Corp.; and H. J. Wiswell, Durkee Famous Foods. At the January meeting, to be held Jan. 6, the Club will elect its new officers for the coming year and will plan the annual Ladies' Night, to be held in February.

Mrs. Nan Sheppy of Nan Sheppy Candies, Buffalo, N. Y., was married on Thanksgiving Day to Albert Hippler, Jr., of Cleveland, Ohio. The couple will make their home at 14 Granger Place, Buffalo. The wedding was attended by most of the Candy trade in Buffalo.

One of our charter subscribers, Henry M. Heubusch, head of the Heubusch Co., Buffalo confectionery manufacturers, died suddenly on December 9.

"The Story of Modern Industrial Weighing" is a new booklet which has just been published by the Exact Weight Scale Co., Columbus, Ohio. In picture and text material it tells about the many types of scales being used in industry today and shows numerous scenes in well-known plants where the scales are used for a variety of purposes.

#### Jacketed Mixer For Syrups

A mixer to provide for speedy dispersion and solution of mixed ingredients in comparatively large quantities has just been brought on the market. The mixer may be used on chocolate liquor and a heating packet for steam is provided, since heat is an essential part of the mixing operation.

However, for other operations this same mixer can be used not only for mixing under high temperature, but for fast mixing of large charges at low temperatures, if a brine circulation system were also attached. With a capacity of 1,500 gal. of liquid, the mixer is of welded steel construction, with outer steam packet covering half the surface of the tank at the bottom. Its thorough and rapid mixing action will make it of special interest for producers of syrups and other food products.

A daughter, Joan Laurine, was born to Mr. and Mrs. Robert J. Voss at Kenner hospital, Chicago, on December 7. Bob Voss is associated with his father, Joseph Voss, in the Voss Belting and Specialty Co., Chicago. Best wishes to Pop and Grandpop.

# Operating Economies from Efficient Plant Layout

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In THE confectionery Industry, as in many industries, few plants today, unless they have been built recently, are laid out with the view of efficient, easy and logical step-by-step operation from raw materials to finished product. In most cases, factories have just grown and the machinery and working space for additional operations have been fit into the entire operating picture as well as the existing facilities have permitted. Thus, says Confectionery Production, the English confectionery publication, while much ink has been used on the subject of efficient plant layout in the confectionery factory, there are still many factories, new and old, where a study of this problem could easily lead to considerably reduced operating costs.

It is not easy, says this article, to formulate and carry out any scheme of revamping whereby every department would operate on a straight-line mass production principle, but it can be done. There is only one cost involved in such a revamping, whereas the higher costs of operating under an inefficient system keep right on mounting up.

Principal characteristics of the man who would revamp his factory setup are an orderly mind and an eye for detail. When the process is known, it should be a simple matter to work it in its proper order, starting with the raw materials and ending with the goods in the packages. The first thing to look for in each department is a These bottlenecks are the real possible bottleneck. problems. Second in importance is the room in which the various departments are housed. In most cases a careful study of the architecture of a room and its possibilities as applied to the process or processes for which it is used, will often solve the problem. If one bears in mind that from the time the raw materials enter a department, movement must always be forward, the layout can be greatly simplified. If this forward movement is not possible, then it is better to start at the top and let the forces of gravity come into play.

As an example, take a three story building which does not have a large area. What is lost in area is gained in height, and to take full advantage of such a building, processes must start at the top where all raw materials will be received. Thus, the initial stages in the manufacturing processes start at the top floor in so far as space allows. From here it will be dropped to the middle floor for the remaining processes and probably the packing, from which step it will be dropped to the ground floor for warehousing and shipping.





# DON'T LET DELAYS

When machines need frequent cleaning, when production schedules are delayed . . . you'll find that "see-saw" weather is usually to blame.

But there's no need to tolerate candy that is too soft or too sticky—gumming up of wrapping machines when you can lick this temperature and humidity problem with Sturtevant Air Conditioning.

You'll be the boss of production weather — when Sturtevant "Puts Air To Work" in your plant. You'll assure uniform product quality . . . reduce spoilage . . . and provide better working conditions all along the line. A card to our nearby office will bring full details and a representative, thoroughly experienced in air conditioning for the confectionery industry—and backed by our 80 years of air engineering experience.

The Cooling and Air Conditioning Div. B. F. Sturtevant Company
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**PULLS DOWN** PULLING COSTS LONG LIFE LOW UPKEEP Hildreth Machines are simple and sturdy in construction quiet in operation. Six sizes and styles ranging from 5 lbs, to 300 lbs. per batch. Write for complete description and prices. D R DISPLAY PULLER 5 and 10 lbs. up to 25 lbs. capacity FORM 1—STYLE B E Excellent for demonstration purposes. Attractive, nicely finished, aluminum base and nickel trimmings. Motor driven. REBUILT MACHINES AVAILABLE Special low prices for all sizes and styles. Write for information and STYLE D Small Factory Electric Motor Drive Capacity 50 to 100 Lbs. THE ORIGINAL CANDY PULLER HILDRETH PULLING MACHINE CO. 153 Crosby Street New York, N. Y.

It is best, in this type of set-up, to retain complete processes or sections of processes on one floor rather than transport partly finished work to another department. Caramels or toffees, for instance, would be at a great disadvantage is they were cooked on one floor and had to be sent to the floor below in a plastic state, for cutting and wrapping. This entails extra work and possible damage to the material, involving waste and loss.

An advantage of keeping all cooking operations on the top floor is the elimination of steam and damp rising from lower floors and damaging and interfering with work above. That same argument applies to chocolate work where centers are involved. Here the starch room should be on the top floor so that dust from this department can be drawn off or trapped without causing trouble in other departments.

It is a significant fact that on the whole the successful companies today have spent considerable time and expense in getting the plant layout in the best condition from a standpoint of efficient operation with little lost time or energy. When a system reduces working costs to a minimum, insures quality and absolute cleanliness in the work, and also, incidentally, brings to the surface at a glance any defects, that is the system to pursue for profitable operation.

The problem of plant layout is particularly important in Britain today, inasmuch as many confectionery plants have been forced to reduce operations on account of restrictions imposed by the exigencies of carrying on the war. Thus, it has become a matter of operating with reduced forces and facilities, and yet show a profit, if the firms are to continue to operate at all.

#### Retail Store Sales Show Increase Over 1935

Retail sales in the United States in 1939 increased 28 per cent over the comparable total in 1935, according to preliminary figures just released by the Department of Commerce. While the dollar volume in 1939 is only 13 per cent below the dollar volume reached in 1929 and there has been a substantial drop in the general level of consumer goods prices in the past decade, the effect of this price drop on the dollar volume of sales is partially offset by a 7.2 per cent gain in population in that period.

Food stores gained 78,907 in number since 1929, and 28,788 since 1935. They are \$685,089,000 below their dollar volume for 1929, but \$1,789,907,000, or 21 per cent, above 1935. In the 10 years during which their dollar volume dropped 6 per cent, retail food prices dropped more than 25 per cent, according to the price index issued by the Bureau of Labor Statistics. A part of the increase in food stores results from reclassification of general stores (with food) many of which are predominately food stores. While there has been little change in the number of grocery stores since 1929, combination stores (groceries with fresh meats) have increased 62 per cent in number. In sales these combination stores have increased in the 10 years by 41 per cent, while grocery stores have lost 35 per cent. In this classifica-tion are included most of the Super Markets whose exceptional growth has been made the subject of a special

General stores selling merchandise and good, in which food constitutes substantial proportion of total sales, declined 62 per cent in number and 68 per cent in sales

TEMPERING of CHOCOLATE — POSITIVE and AUTOMATIC We invite inquiry. Com-plete details will be sent upon request. The Standard for Quality in Machinery Since 1834

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All Uncertainty Removed . . . .

That is the function of the newly developed

#### LEHMANN THERMAL EQUALIZER

It tempers chocolate up or down to a desired degree—tempers chocolate gradually without detriment to viscosity—equalizes a given temperature gradually without detriment to viscosity—equalizes a given temperature throughout the mass—gives positive supply of properly tempered chocolate—can easily be added to any moulding or enrober unit—gives gloss and added shelf life to finished goods—saves scrap, labor and floor space—can be changed quickly from milk to plain chocolate.

Lehmann's THERMAL EQUALIZERS have capacities ranging from 500 to 4,000 lbs, per hour. Their size permits installation at any point where tempered chocolate is required.

J. M. LEHMANN COMPANY, Inc. 250 WEST BROADWAY, NEW YORK, N. Y. FACTORY: LYNDHURST, N. J.

since 1929. In the general merchandise group, variety stores have increased 44 per cent in number and 25 per cent in sales since 1935, and are 8 per cent ahead of 1929. Eating places, with a gain of 11 per cent in number, increased their business 28 per cent since 1935. The number of drinking places many of which also serve meals, increased 38 per cent since 1935, and their sales increased 91 per cent. Drug stores, with little change in number, are 27 per cent ahead of 1935 in sales, but 8 per cent below their 1929 record. Cigar stores and stands have increased 44 per cent in number and 49 per cent in sales since 1929. Combined sales of drug stores, cigar stores, and news dealers are 25 per cent higher than in 1935, but 18 per cent below the record for 1929.

By geographic divisions, the South Atlantic states lead the country with an increase in their sales so substantial as to offset entirely the 10-year difference in the general level of consumer goods prices and to show an increase in dollar sales of approximately 6 per cent.

Figures given herein include only stores which are potential or actual outlets for candy. Complete figures coverting all types of stores may be obtained from the Bureau of Census.

#### CONFECTIONERY BROKERS

DONALD A. IKELER 2029 E. Main Street KALAMAZOO, MICH. Territory: Michigan

H. L. BLACKWELL COMPANY P. O. Box 3040 - Sta. "A" EL PASO, TEXAS

Territory: Texas. New Mexico and Arizona

JAS. M. ROTHSCHILD CO. 1020 Fourth Avenue, S. SEATTLE, WASHINGTON Territory: Pacific Northwest Trading Area.

MALCOLM S. CLARK CO. 332 VIRGINIA AVE., SAN FRANCISCO, CAL. 923 E. 3RD ST., LOS ANGELES, CAL. 1238 N.W. GLISAN ST., PORTLAND, ORE. Territory: Calif., Ore., Wash., Ariz., W. Nev., N. Idaho & Hawaiian Islands

= Our sincere good wishes for A Very Merry Christmas A Bright Prosperous New Hear to all our friends throughout the country. BLANKE-BAER EXT. & PRES. CO. St. Louis, Missouri

## Add These to Your Library on Candy Information

PRINTS are available of the article appearing in THE MANUFACTURING CONFECTIONER. Many of these are obtainable in booklet form.

They compose a large portion of the current literature of the industry. Many manufacturers find them suitable to accompany sales messages and also to add to their library of information on the candy and chocolate industries.

Copies of the following are now available:

"IMPROVED METHODS IN THE MANUFACTURE OF FONDANT FOODS," by H. S. Payne and J. Hamilton, Carbohydrate Laboratory, Bureau of Chemistry, U. S. Dept. of Agriculture.—20 each.

"THE PURPOSE OF CONCHING CHOCOLATE," by Robert Whymper and Charles Shillaber .- 20c.

"THE MANUFACTURE OF MARSHMALLOWS," by George J. Shaler .- 25c.

"FAT OR LEAN COATINGS?" by Robert Whymper -10c.

"CANDY MAKER'S PLACE IN MANUFACTURING FOR RETAIL," by George A. Eddington.—10c.

"QUALITY CARAMELS ON A VOLUME PRODUCTION BASIS," by Talbot Clendening.—10c each.

Send for your copies now!

#### The Manufacturing Confectioner

400 W. Madison Street

Chicago, Ill.

# Look ahead Now to INCREASED SUMMER SALES in Hard Candy...





# Here's the machine to wrap many sizes and shapes economically and efficiently

A colorful mound of hard candies on display, many different sizes and shapes, each piece *individually* wrapped in fancy, decorative style — that's a display that *sparkles*, catches the eye and makes sales!

In addition to making a more attractive "mass" display, the wrapping prevents deterioration in hot weather . . . it's more sanitary, can be carried easily in the pocket, doesn't mess up the fingers . . . and it's more decorative for parties, gifts, etc.

Our Model 22-B Machine wraps cylindrical pieces, short sticks, square toffees, small sized pops and other shapes. Handles moisture-proof transparent cellulose, glassine, waxed paper, or reinforced foil. A printed under-strip may be used with a transparent wrap, if desired. Note the many shapes and styles shown here, all wrapped by the same machine.

We urge you to plan for summer sales early, as delivery dates on all our machines have had to be extended due to increased demand. Consult our nearest office for complete information on the Model 22-B.

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NEW YORK CHICAGO CLEVELAND LOS ANGELES TORONTO

Mexico, D. F.: Agencia Comercial Anahuac, Apartado 2303

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Peterborough, England: Baker Perkins, Ltd. Meibourne, Australia: Baker Perkins, Pty., Ltd.

## PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

# CANDY PACKAGING

DEVOTED

TO BETTER

PACKAGING

AND MERC

MERCHANDISING

**METHODS** 

PUBLISHED BY

THE MANUFACTURING CONFECTIONER PUBLISHING COMPANY

400 West Madison Street, Chicago, Ill.

71 West 23rd St., New York City

# REVIEW OF 1940 PACKAGES Best Containers Examined By The Packaging Clinic

By O. F. LIST

Staff, THE MANUFACTURING CONFECTIONER

TF YOU don't think the Candy Industry is becoming extremely Packaging conscious, take a walk around your neighborhood and spend some time in the stores offering, particularly, package assortments of Chocolates and Christmas candies. The quality of the design and technique applied to candy boxes this year is almost unbelievable. True, many of the Christmas wrappers on boxes this year are of the sleeve or wrap type which are applied over the regular stock containers, but nevertheless, the candy manufacturers who are using these special wrappers this year have, for the most part, obtained real quality in design ideas and the technique with which these are applied.

This special holiday wrap idea has assumed a major place in packaging over the past year. Two reasons seem to be apparent for the trend, the expense many manufacturers have gone to in order to put their packages in

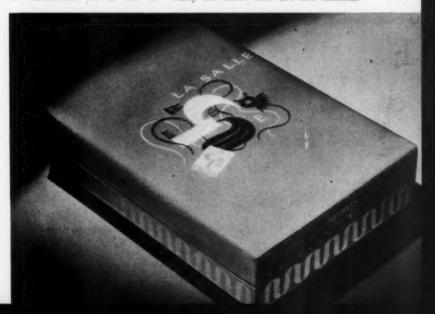
conformance with the labeling requirements of the Food-Drug Act, and second, the merchandising and sales work which suppliers of these wrapping materials have expended on bringing the advantages of this idea to the attention of candy manufacturers. Without question, the solution of a costly problem for manufacturers by the supply sources is now returning to the latter in the form of increased sales and a general adoption of the holiday wrap idea by package goods houses.

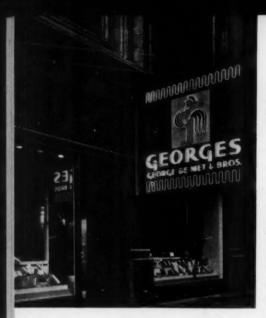
In our work on the Packaging Clinic over the past 12 months, the trend to greater adoption of holiday wraps was not noticeable. It would not be due to the very manner in which the Clinic is conducted. We do not at-

tempt to analize packages according to season or theme, but suggest to the manufacturers that they send in for analysis any package on which they wish comment or any package they may wish to change entirely or merely re-design. Naturally, under this system, and because packages are very often shown in illustration, the Packaging Clinic does not often see the new numbers which manufacturers are creating for the coming heavy sales period. Premature showing of the planned or already completed new packages and designs may be throwing a little free ammunition to the

It might be pointed out here, specially for those who are not familiar

One of the Outstanding Boxes for Candy Analized by our Packaging Clinic This Year. On the Following Page will be Seen How This Design Idea has been carried out even to the Manufacturer's Neon Sign for his Store.





Neon Sign Erected Recently by Geo. DeMet & Bros., Chicago, at the Company's Principal Store. Note How the Sign Idea is Taken Directly from the Design Created for the Company's Packages.

with the Packaging Clinic, that it is possible for you to submit packages for analysis and criticism with a special note stating you do not wish the package itself shown in a photograph. Private and unpublished analyses are also made, but because this involves special attention by members of the Clinic, a nominal charge is made for private consultation of this type.

Ten packages were discussed in the January Clinic session and of these ten, the outstanding package was one designed for the retail-manufacturers, Geo. DeMet and Bros., of Chicago, by Charles C. S. Dean. We are reproducing the illustration of that box herewith and also the cut we showed in last month's issue showing how this design theme was carried out even to the company's outdoor neon signs. In his series of articles which appeared in this publication in March, April and May of this year, Mr. Dean struck the keynote of his work on packaging in this sentence: "Simplicity, Beauty, Legibility and Distinction have always constituted the major elements in successful packaging." Look around you at the many candy boxes now on the stands and pick out the three you think best. Then check back on this statement of Mr. Dean's and see whether the boxes you have chosen do not, almost uncannily, check on each one of the characteristics listed by Mr. Dean.

One other package viewed in January deserves mention. That is the one-pound tin of Louisiana Pecan candies submitted by Elmer Candy Co. New Orleans. Great dignity was sought and at least partially achieved in this tin. The main panel contained a very fine lithograph reproduction of a famous scene in the old French Quarter of New Orleans. However, the effect was partially destroyed by the poorly ex-

ecuted introduction of the manufacturer's name and other copy on the main panel. The use of an artistic illustration called for a very special technique applied to the lettering either to blend this in with the general surrounding or, at least, to reduce it so the artistic effect would not be lost. Even with its shortcomings, the Elmer package was one of the best metal candy packages to come before the Clinic all year.

The April Clinic discussed 14 packages, with some of the reports held over for publication in the August issue for lack of space. It was in this session that the Clinic discussed and reported on a Canadian package which the manufacturer wanted to re-design. The re-design and discussion of it by Mr. Thomas of the Packaging Clinic board appeared in the September issue of THE MANUFACTURING CONFECTIONER.

Several packages using a "family" theme were viewed at the April session. They contained summer assortments, chocolate-covered mints, cream candies, and marshmallows. In each

case the exterior design, while retaining the "family" theme, succeeded in introducing at least one design element which immediately identified for the customer the type of candy to be expected in the box. Variation in color treatment of the illustration, too, contributed to this distinction.

A Mother's Day box submitted to the April Clinic carried off top honors for all around excellence. This telescope box was covered with gold foil having an all-over lace design in buff. Printed over this in the upper left corner were the words "To Mother." What could be more appropriate for a mother's day design than lace? Yet how deftly this must be handled in order to retain the delicate feminine touch and feeling. And the designer accomplished just that. Copy on the box, which incidentally, was confined strictly to the most important information, the name of the manufacturer and the words "To Mother" was done in a fine script lettering in blue, with no copy or illustration of any other kind appearing anywhere on the box top. The feeling of fineness and delicacy was carried out in the interior, too. The box "flies" were simple and white; the padding was of finest soft material, embossed; cups were the usual brown. But the candies themselves conformed in every way to the best traditions of so-called "home made" assortments, and great care had been taken to assure the customer of receiving these in the best shape.



This Carton, For Shipping and Displaying Penny Candies of Interest Especially to Children, is one of the Most Outstanding Seen This Year by the Clinic. Colorful Candies Attractively Wrapped and Packed, It Exerts Utmost Appeal on the Juvenile Customer.

Nut roll pieces were wrapped in individual cellophane, size of pieces was carefully controlled, both top and bottom layers were carefully planned to give an appetizing and appealing effect. The Clinic report states: "It is a pleasure to see a box which has the all-around excellence of this assortment. It reflects careful planning in every detail and the result achieved has been well worth the extra effort."

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Fourteen packages of various kinds were reviewed by the Clinic in the July meeting. Goods examined ran from fancy chocolates down to penny candies and summer and fall bars. For variety, this assortment of packages might be classified as the most interesting analized by the Clinic in a long time. So often when the packages to be discussed are assortments only, there is a tendency to compare one with the other. In the July Clinic, however, little opportunity was given for comparison since packages included several tins of chewy and nut candies, penny goods, chocolates, bars, glace candy, taffy, and others.

Here, too, the Clinic viewed and discussed a proposed design idea for packaged pralines. The design submitted for the proposed box was rejected as unsuitable, from a design standpont, for the manufacturer's purpose. The sketch, while in the rough only, did not hold what the Clinic considered sufficient promise to warrant its adoption. Instead, the Clinic proposed retention of the dominant theme, which was historical in character, and suggested a very light, almost humorous treatment throughout.

The outstanding package discussed by the Clinic in July was one which the public will probably see only rare-



ly, for its is a dealer's box in which penny goods are shipped and displayed. The design of this large 120count carton is described as one of the most attractive designs for this type of package ever to come before the Clinic. The candies inside, con-sisting of thin discs, "cigarettes," and round "drops," were wrapped in cellophane units, each group selling for lc. The various types of pieces were packaged in separate compartments in the box itself. Use of cellophane, some in colors, permitted the varicolored candy pieces to exert utmost influence on the customer, and along with the box top, were felt to be almost irresistable for the child with a penny to spend on candy.

The Clinic's remarks are reiterated here: "The manufacturer has sought and found a way of making this candy, which is particularly appealing to children, so attractive that it is difficult to imagine any child with a penny to spend passing up these candies. The riot of color used on

the cover and the color scheme carried out in the penny units inside, make this one of the most attractive packages of any kind the Clinic has ever seen."

Two new members sat with us at the October session of the Candy Clinic, reports of which were published in November. Earlier, we had added a new member, presenting the Consumer viewpoint, Later, due to the death of Mr. Conrad Spoehr in April and the removal to St. Louis of Mr. B. F. Young, F. W. Brinkman of the I. G. A. Distributing Company and William M. Bell of the Kraft Cheese Company's Confection division were invited to take the vacant places of Mr. Spoehr and Mr. Young, respectively. In their capacities as candy men representing both the production and distribution divisions, both new members will contribute greatly to the analytical discussions of the Clinic.

At this session the Clinic reviewed almost the entire low-price Christmas line of one of the mid-west's larger package goods houses. For purpose of obtaining fullest information about these packages, the Clinic broke one of its standing rules, namely, it invited a representative of the manufacturing company to be present at the session. The reports published in our November issue covering these packages indicate that frank discussion and criticism over the merits and shortcomings of the boxes did not suffer through our breaking of a precedent.

The outstanding feature of our discussion of this group of packages was, we believe, the almost monotonous regularity of approval given by all members to those packages which

Large Boxes of Low-Priced Candles Viewed by the Clinic in October. The Packages Were Considered Outstanding Because of Their Good Designs. Especially Noteworthy Was the Fact that This Manufacturer Employed a Professional Designer to Create Boxes for These Low-Priced Lines.





Perhaps the Best Box Seen This Year by Our Packaging Clinic. It Combined Utter Simplicity with Definite Feminine Touches, and the Care Used in Creating the Assortment and of Packing That Assortment Easily Place it in a Class by Itself.

were later revealed to have been professionally designed. In this, more than in anything else the Clinic has reported or done heretofore, lies the answer to a question which may be before many a manufacturer today? That question is: "Why hire a professional to design our boxes, especially our low-priced stuff?" Lying side by side, the stock boxes and the specially designed boxes were so far apart, artistically and from the standpoint of pleasing, attractive appearance, that the Clinic members instinctively turned to those upon which a professional designer had worked. And mind you, this was not known to the Clinic members until after they had discussed the packages! Is there any reason to believe the public will react differently? We believe not.

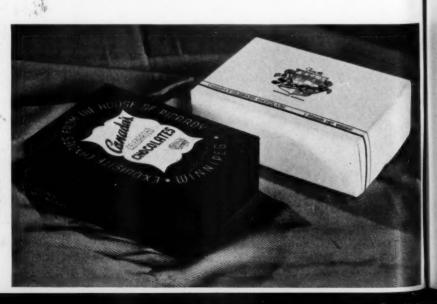
It was at this session that a number of higher-priced box assortments with special Christmas over-wraps were seen and discussed. Our discussion centered largely around the overwraps themselves, and in both cases of boxes with over-wraps, the general opinion was that they were well applied. Another gift-box assortment, consisting of a pound of chocolates in its own package placed in a mirror box, was viewed.

Thousands of these re-use mirror boxes are sold all over the country every year at holiday time. Yet, strangely, the Clinic was about equally divided over the question of whether this is good merchandising or not. Significant was the comment of our Consumer member who stated frankly that no gift of this kind would find a ready welcome from her as a Christmas gift, even though the candy itself seemed to be, so far as our Consumer member was concerned, that the flash- strong.

iness of the container tended to place it outside the pale of good taste and that in the better homes, at least, the mirror box would find little utility as a re-use container, and would therefore hardly be worth the extra money which the purchaser might have to give for it.

While this criticism may be justified and the comment did find its adherents among Clinic members, at least half of them, particularly those directly connected with the production and merchandising of candy, pointed to the sales record of this type of container and indicated that they would be willing to go along with a package of this type so long as sales indicated the public would still buy candy so packaged. Perhaps, in the final analysis, this is the only consideration which need to interest the candy manufacturer, for his job is to sell his candy to the public, not to educate would be very welcome. The feeling the public in what is good form and what is not. Emily Post is still going

At the Left is a Redesign Created by Our Packaging Clinic's Artist Member at the Request of the Manufacturers, Whose Present Package is down at the Right. The Object of the Re-Design Was to Create a Cover for Flint Stock or Litho Paper Instead of the Book Stock or Soft Stock Used on the



#### SALESMEN'S SLANTS

C. RAY FRANKLIN, Broadcasting from Liberty

I wish to take this opportunity to wish you all the Season's Greetings and to express my desire that you all may be permitted to partake of another year's blessings.

I cannot help but at this time—as I sit in a Pullman riding through Arizona to Los Angeles to attend the burial of my beloved mother, who passed from this plane yesterday-to pay trib-

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ute to her through this column. Many of you have experienced what I am passing through today. So you fully realize what a loss is sustained through a like situation.

Mother, you were a wonderful Pal, and I humbly and reverently express my appreciation for all the sacrifices you made for my welfare and the Christian philosphy you instilled in me as a lad at your knee. God bless you.

Business has not been so good in the Middle West the past month due primarily to the heat, or, I should say, the unseasonal mildness. It has cooled off recently, and we have every reason to believe it will be seasonable from now on. But the loss of business, especially in Package Chocolates, has been considerable.

Tootsie Rolls are this year holding annual meetings at Chicago, San Francisco and New York, instead of the usual one annual meeting in New York, From the outcome of these meetings they will determine their future policy as to how, when and where to hold their annual meeting.

Kansas City Candy Club will hold its annual meeting and election of officers this month. The St. Louis Candy Club will do likewise, as will also the parent organization, the Mid West Confectionery Salesmen's Association.

Louis Zalken of Kansas City, who represents Hollywood Candy Co., has been confined to the hospital for several weeks, but I learned a few days ago that he will be brought home shortly, entirely recovered. Good luck, Lou.

I've had a lot of fun this past year, taking stabs at a lot of you readers and have enjoyed it very much, and hope you have. If everything goes along OK this coming year, look out, youse guys, I may take a poke at you any time. So long, and candidly speaking, I'm with you.

May your Christmas be bright and happy and may you face the New Year with renewed courage to carry on the battle for Life, Liberty and Prosperty.



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#### WRAPPING

The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always de-

#### MACHINES

pendable and economical. The acrifor MODEL wraps 140 pieces per minute; new HIGH pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

Both machines are built for the most exacting requirements and carry our unqualified guarantee.

Write For Complete Specifications and Prices

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(February, May, August, November) as a

Reprinted Supplement Write for Your Copies

THE MANUFACTURING CONFECTIONER Chicago, Illinois

400 W. Madison St.

for December, 1940

page 41

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#### "CANDY PACKAGING"

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The following memorandum relating to Trade Marks is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D. C. The trade-marks were recently published by the U. S. Patent Office and, if no opposition thereto is filed within 30 days after the publication date, the marks will be registered.

"NITE AND DAY." Ser. No. 421,132, Lorenzo E. Elggoren, Salt Lake City, Utah, For candy bars.

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Salt Lake City, Utah, For candy bars.

KOOL-AID. Ser. No. 435,561. Perkins Products Co., Chicago, Ill. For chewing gum.

"DAY AND NITE." Ser. No. 421,131. Lorenzo E. Elggoren, Salt Lake City, Utah. For candy bars.

SO-E. Ser. No. 432,628. Nelson Delbert Snyder, New Philadelphia, Ohio. For candy and confections.

AUNT SUE'S BUTTER FUDGE. Ser. No. 433,557. Doughnut Corp. of America, New York, N. Y. For fudge.

BLACK MAGIC. Ser. No. 432,273. Rowntree & Co.. Ltd., York, England. For cocoa, chocolates and chocolate biscuits.

OH HENRY! CHOICE BITS. Ser. No. 435,105. Williamson Candy Co., Chicago, Ill. For candy.

PEGGY ANN. Ser. No. 428,096. B. F. Mothershead. doing

PEGGY ANN. Ser. No. 428,096. B. F. Mothershead, doing business as Peggy Ann Candies, Des Moines, Iowa. For candies.

PEANUT MOUNTAIN (Over representation of mountain peak). Ser. No. 434,622. Paul F. Beich Co., Bloomington, Ill. For candy,

111. For candy.
CARA-MELRUM. Ser. No. 434,644. Henry Heide, Inc., New York, N. Y. For candy.
KING'S BANNER CO., INC. Ser. No. 423,220. King's Banner Co., Inc., New York, N. Y. For glazed fruits, candies, and chocolate candies.

and chocolate candies.

IDLYBROOK. Ser. No. 432,773. Frank Wesley Moffett, Jr., doing business as idylbrook Farms, Rochester, N. Y. For milk, butter, eggs, cheese, maple syrup, honey, ice cream, candy, sandwich spread, and butter milk.

PENNY WISE. Ser. No. 434,064. D. Goldenberg, Inc., Philadelphia, Pa. For candy.

SWEETY-PY. Ser. No. 433,109. Plantation Chocolate Co., Philadelphia, Pa. For chocolates and candies.

#### Form Packaging Clinic

In recognition of the strong trend toward packaging of many types of merchandise never packaged before, Package Machinery Co., Springfield, Mass., announced through its vice president, George A. Mohlman, the formation of a "Packaging Clinic" to assist firms in the design, development and production of packages. Staffed by production engineers, the Clinic will offer advice without charge on all phases of packaging.

#### Restrained from Using "Cola" on Candy

By terms of an injunction issued in Cleveland by Judge Robert N. Wilkin of the U. S. District Court of the northern district of Ohio, use of the terms "Coco," "Coca," "Cola," and/or "Kola," alone or in combination, in the name of a candy is prohibited as infringing the trade-mark "Coca-Cola." Following a restraining order dated Sept. 4, a preliminary injunction entered Oct. 2, after a hearing of the facts, was made permanent Oct. 7, restraining Max Glick, candy manufacturer of Cleveland, from using any portions of the expressions "Coco-Cola" or "Coca-Cola" in the name of chocolate bars or other food products. The complainant was Coca-Cola Company of Wilmington, Del.

Pending approval by the Federal Communication Commission, radio station WMCA, one of New York City's largest independent stations, will be sold to Edward J. Noble, founder and chairman of the board of Life Savers. Inc., Port Chester, Pa., according to advertising trade papers.

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# THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



#### MACHINERY FOR SALE

FOR SALE—All weather cabinet for humidity and temperature testing of confections, gums, etc. Inside dimensions 18x22x32 inches. Automatic control of humidity and temperature at any desired point. Temperature range up to 140 degrees F. Guaranteed. For quick sale \$95.00. Beechem Laboratories, 608 S. Dearborn St., Chicago. Telephone: Wabash 3558.

FRIGIDAIRE CANDY SHOW Cases, Candy Factory Chairs, Time Clock. Display Jars, Display Racks, etc. L. C. Blunt, 1647 Blake Street, Denver, Colorado.

MACHINERY FOR SALE: Racine Hard Candy Cutter complete with Conveyer, etc. Brownie Chocolate Products, 201 Weston Rd., Toronto, Canada.

FOR SALE: Two revolving pans, \$100.00 each. One De Vilbiss Chocolate Pressure Tank and Gun—new, used only six months, \$100.00. Ucanco Candy Company, Davenport, Iowa.

FOR SALE: Building and Stock.
General candy and soda established
40 years as manufacturing. Wholesale
and retail on Route No. 1. For complete details write direct to Bus
Terminal for Maine Central RR to
Chase's Candy Shop, Wiscassett,
Maine.

FOR SALE—On account of illness will sell or rent our modern steam factory to responsible party or will accept partner with capital to take active interest. Building 30,000 sq. feet and no debts. The Max Glick Co., 727 Woodland Ave., Cleveland, Ohio.

FOR SALE—Rebuilt and guaranteed viscolizers and homogenizers, all sizes. With standard or new sanitary heads and pressure valves. Bulletin and prices on request. Otto Biefeld Company, Watertown, Wisconsin.

#### MACHINERY FOR SALE

MACHINERY FOR SALE: Bainbridge Cut-Rool center maker, first class condition \$350 cash, F.O.B. Totowa Candy Kitchen, 11 Church Street, Paterson, New Jersey.

FOR SALE: 1 Cut Roll Cream and Coconut Bon Bon Maker. 1 Popcorn Machine, Dugan Duplex High Speed. Also, Popcorn bag sealer. Zion Candy Industry, Zion, Illinois.

MACHINERY FOR SALE: 1 large Gable Plastic Machine and Cooler complete with three sets of chains, Reed Drive, Sizer, Automatic Batch Roller, 1 Werner Cylinder Beater, 1 Chocolate Dipping Basket Machine, 1 Lichtenberg Plastic Machine and Cooler complete with one set of dyes, 1 Racine Cutter and Conveyor and 1 Peanut Blancher without Conveyor. Address 19407 c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago.

FOR SALE: Werner fully automatic Ball machine with 6 sets of rollers. Practically new. Address 194011 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

FOR SALE: 24 inch National Chain Decorator, 600 and 1000 lb. Werner Syrup Coolers. 3/4x11/2 Special and 1/8x7/8 Junior Ideal Caramel Wrappers. Form 6 Style R and Form 3 Style D Hildreth Pulling machine. 3 and 6 bbl. Werner Crystal Cooker and Cooler. White and Racine Caramel Sizers. Savage and Racine Caramel Cutters. 3x6 ft. and 3x8 ft. water cooled steel slabs. Friend Dreadnaught Hand Roll Machine. Cut Rol Cream Center Maker. All priced for quick sale. Address H 84012 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

FOR SALE — Have surplus machinery. What are you in need of? The Max Glick Co., 727 Woodland Ave., Cleveland, Ohio.

#### MACHINERY WANTED

MACHINERY WANTED: National Equipment Cream Depositor; Automatic cherry depositor; foil wrapping machine. Address K11407, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

MACHINERY WANTED: Motor Driven fruit drop frame for No. 6 brass roller, conveyor, blower and shaker table. State whether with or without motor, length of conveyor and history and price of equipment. Address 194014 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

MACHINERY WANTED: Good condition used model S-1 Savage mixer and 4 foot F & B cream beater. Address 194016, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

WANTED: One Dreadnaught Friend hand roll machine. One late model 24-inch enrober, also automatic marker. Machines must be in A1 condition. Address Peacock Candy Co., 620 Second Ave., Des Moines, Iowa.

WANTED: Forgrove Foil Wrapper, State Condition, Location and Price. Address 194017 c/o The Manufac-Turing Confectioner, 400 W. Madison St., Chicago.

WANTED: Friend Model E or F Cream Center Machine, in good condition. Address 194010 c/o The Manufactrring Confectioner, 400 W. Madison St., Chicago.

WANTED: 2—National Equipment 1000 lb. Chocolate Melters or 1—2000 lb. Chocolate Melter. Will pay cash. Address 19408 c/o The Manufacturing Confectioner, 400 Madison St., Chicago.



# THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



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#### MACHINERY WANTED

WANTED: Two adjustable and reversible sizing machines—two sets carmel cutters—one moniter nougat cutter—want both for cocoanut work—give full information, make price, etc. Bobs Candy & Pecan Company, Albany, Georgia.

WANTED: Chocolate Melting Kettles 1000 to 2000 lb. cap., State Make, Type, and Price for Cash. Address E54014 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

WANTED: One Forgrove Automatic Foiling Machine, No. 26 with a universal disc. Pur-Arms Confectioners, Inc., 24 Downing Street, New York, N. Y.

#### HELP WANTED

HELP WANTED: Large Eastern Plant has opening for a superintendent who has had practical experience on all types of candies; the handling of factory personnel and experiences with modern equipment. The position will command a substantial salary. Outline experiences in detail and expected salary. Address J10401 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

HELP WANTED: Chocolate and enrober man thoroughly experienced with enrober work and high grade chocolate goods. Applicant should state experience, give references, and all necessary information. This is a permanent job with a good future for the right man. Manufacturer located in the South. Address J10403 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

HELP WANTED: Candy Foreman for Hard Candy Department. Plant in New England. State age, experience, salary expected. Address J10408 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

#### HELP WANTED

POSITION WANTED: Candy maker foreman available the first of the year. Knows Easter, Summer and Winter lines. A real producer of quality merchandise for retail stores or small manufacturer. For further particulars, Address K11405, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

HELP WANTED: Cream Man. Handling hand rolls, creams and fondants, and working on Ball beaters. Thoroughly experienced. Address 194013 c/o The Manufacturing Confecturing, 400 W. Madison St., Chicago.

HELP WANTED: Pan Man wanted for large department, who thoroughly understands all types of pan work. State experience, where employed past 10 years, and salary desired. Address 19403 c/o The Manufacturing Confecturing, 400 W. Madison St., Chicago.

HELP WANTED — Enrober man. Experienced. For high class candy line. State age, reference and salary expected. Address L12401, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

#### POSITIONS WANTED

POSITION WANTED—First class all around candy maker capable as foreman or assistant superintendent. Thoroughly experienced minute knowledge of all methods and machines. Well versed in chain store quantity or high grade retail lines. American—40—of good habits. Good reference. Address L12402, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITION WANTED — Pan foreman 26 years experience. Expert in chocolate pan work, steam and cold, finishing and polishing general line. Best of references. Address L12406, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Illinois.

#### POSITIONS WANTED

POSITION WANTED: Superintendent or Asst. Superintendent by positive all around candy maker and expert. Knows and runs almost every machine. Capable to create and standardize new items. Worked out a number of good sellers in bar and bulk line during four years of service with well known technical laboratory. No problem too hard to solve. Cost accounting, stock control, efficient with help. Studied chemistry and economics abroad. Highest references. Address 19404 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago.

POSITION WANTED: Fancy packing, packaging and designing with candy manufacturing company doing a retail business in extra fancy candy assortments, miniatures, chocolate packing, fancy basket, etc. I am employed in same line now with large firm on the West Coast but wish a change. I am also experienced in any line of retail candy manufacturing, except dipping. Experienced also in retail selling and window displays. Can furnish best of references. Position must be steady to warrant change. Address H8408, c/o THE MANUFAC-TURING CONFECTIONER, 400 W. Madison St., Chicago.

POSITION WANTED: Production
Man twenty years experience every
conceivable type of Candy Syndicate,
Jobbers and Department Stores. Have
devised and perfected most efficient
and economic methods for the manufacture and production Bulk Package
Goods, Bar and Penny Items. Can
systematize and organize—100% cooperative. If interested communicate
at once. Address D4409 c/o The
Manufacturing Confectioner, 400
W. Madison St., Chicago, Illinois.

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# THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



#### POSITIONS WANTED

POSITION WANTED: A first class candy man. All lines up-to-date on production. Thoroughly familiar on all machines. Have been superintendent of production for several years Can produce a fine line of hand roll chocolate or packages. Have A1 references. Address G7403 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

POSITION WANTED: Candy maker highly competent. Practical man well versed in chain store quantity production, penny bar and bulk specialties seasonal items. Can create new numbers and improve old lines. American family man, sober and industrious with 25 years experience. Cauable of taking full charge or as working foreman. Handle and teach help, getting maximum production at minimum cost. Good reference. If interested communicate at once. Address F6406 The Manufacturing Confectioner, 400 W. Madison St., Chicago.

POSITION WANTED: Candy expert with many years practical ex-perience in the U.S. and Europe desires permanent position as department foreman or assistant-superintendent. I am specialized in the manufacturing of high-grade filled hard candies, caramels, fondants and nougats. Worked for five years as assistant in one of the largest candy plants in Berlin. Have executive ability and am able to create outstanding new items in wrapped or plastic candies. Can supervise help efficiently, figure costs and make time studies. Employed at present. Married. Best references. Address E5405 c/o THE MANUFACTURING CONFEC-TIONER, 400 W. Madison St., Chicago.

RETAIL CANDY MAKER of broad experience wishes position with first class retail store. Sober, industrious, can take full charge of shop, supervise chocolate dippers, figure cost, etc. Make all kinds of candy, bon-bons, cream goods, crunches, brittles, malted milk taffy, counter goods, summer goods, salted nuts. Married, 53 years old. Would like steady position. Eastern states preferred. William G. Hill, 1322 William St., Trenton, N. J.

#### POSITIONS WANTED

POSITION WANTED: Executive, sales and managerial. Capable, energetic and aggressive. Complete knowledge of the candy business from every angle. Record of successful accomplishments—and responsible business and personal references gladly submitted if granted an interview. Confidential. Available January 1. Employer knows of this Ad. Address 19402 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

POSITION WANTED: Assistant superintendent in large plant. 19 years experience cost work and general supervision. Best references will be submitted. Personal interview desired. Address 194012 c/o The Manufacturing Confectioner, 400 Madison St., Chicago.

CANDY BUYER AVAILABLE: Seventeen years experience in candy industry. Last eleven years buying for a national chain organization. Thoroughly familar with all types of candy and sources from coast to coast, also sales promotion. Address J104010 c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago.

POSITION WANTED: Candy maker foreman available the first of the year. Knows Easter, Summer and Winter lines. A real producer of quality merchandise for retail stores or small manufacturer. For further particulars, Address K11405, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: Production mgr. or superintendent. I can create and make the very best in quality candies, general line. Understand costs, production and can install a cost production system. Have new items in bar goods not on the market and can make marshmallow bars of exceptional quality. Address F6405 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

#### POSITIONS WANTED

POSITION WANTED: Practical chocolate man desires a position any size plant. Many years experience from the beans up to the finished products, expert in chocolate, summer, plain and milk chocolate. Have been in charge with the production, handling help efficiently, supervisor in all phases of the chocolate industry and equipments. Can furnish excellent references from only large concerns, well known in this country and abroad, as to character, ability and knowledge. I am available at any time. Address K11408, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

POSITION WANTED: Graduate chemist and technical candy man, Thoroughly experienced in all aspects of manufacture and laboratory work. Product development, formula development and reconstruction, responsibility for quality of production. At present with one of country's largest manufacturers of all types of goods. Desire position with opportunity. Responsibility welcomed. Address K11403, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, III

FOREMAN OPEN FOR POSITION as practical candy maker; twenty-five years experience; coconut work, caramels, nougat and bars. Have very good formulas for five-cent bars; guaranteed to make goods that will sell. Can handle all kinds of help and machinery. Used to big production. Address H8404 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

POSITION WANTED: A first class candy man. All lines up-to-date on production. Thoroughly familar on all machines. Have been superintendent of production for several years. Can produce a fine line of hand roll chocolate or packages. Have A1 references. Address G7403 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.



# THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

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#### POSITIONS WANTED

POSITION WANTED: Superintendent, practical candy man thoroughly experienced in all lines of high class package goods and chain store quantity production. Production and cost control that will reduce costs. Can handle help efficiently and create new items. More than 20 years experience and now employed. Married. Address 19405 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

POSITION WANTED: Candy maker, foreman experienced. Age 43. Wants connection with retail chain store or small wholesale house. Will guarantee quality merchandise at low cost. My specialties, hand rolls, fruit centers, cast fruit creams, any type of chewing candy, caramels, toffees, marshmallows and fudges. For further information inquire F6401 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

SUPERINTENDENT OR ASSIST-ANT SUPERINTENDENT. Twenty-five years of experience including 15 years of supervision in general line of confections wholesale, re-tail and chain stores. Specialized in hand roll chocolate or packages, creams, nougats, marshmallows, soft cream goods, bars, jellies. Capable of producing quality and quantity at minimum cost. Efficient with personnel and can create new items. Have an extensive line of formulas and I am thoroughly familiar with all modern machinery and can place and set up same. Steady and industrious. Best of references, go anywhere. Position must be steady. Address K114013 C/O THE MANUFACTURING CONFEC-TIONER, 400 W. Madison St., Chicago, III.

RELIABLE CANDY BROKERS WANTED: Outstanding Chicago manufacturer, specializing in hard and filled candies, fast selling pop line, and other hard candy specialties, will have territories available for January, 1941. Excellent opportunity for live brokers handling non-conflicting lines. Address K11406, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

#### MISCELLANEOUS

FOR SALE: Fully equipped medium candy plant to manufacture a complete line of package goods, chocolate coated penny and 5c bars. Well established trade. Located in East. Plant can be moved. Good reason for selling. Address K11401, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

OPPORTUNITY! Wanted, party to purchase interest in old-established, nationally-known Chicago firm making high quality candies for the better trade, wholesale and retail, with national distribution. Party wanted should be able to give service in addition to his investment. Address K-114011, THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

LINES WANTED—Salesmen covering state of Pennsylvania excluding the city of Philadelphia is in position to take on a representation short line or several outstanding specialties on straight commission basis. Sixteen years experience contacting jobbers, syndicates, department stores and super markets. Territory covered closely and regularly by automobile. Very large personal following with the trade. Can give merchandise of merit through distribution. Address L12403, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

LINES WANTED—Energetic and arduous salesman, calling on candy jobbers, chain stores, supermarkets and exporters, is receptive for specialties or general line for complete or partial coverage of Metropolitan District of New York, What have you to offer? Address L12405, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

LINES WANTED — Metropolitan district of New York broker, open for Confectionery specialties, Penny and Cello bag line. Following with candy, drug and tobacco jobbers, chain, supermarkets and exporters. A-1 references. Address L12404, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

#### **WE BUY & SELL**

**ODD LOTS • OVER RUNS • SURPLUS** 



SHEETS-ROLLS-SHREDDINGS
Geliophane rolls in cutter boxes 100 ft. or more
ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons-All Colors & Widths Scotch Tape Clear & Colors

#### Diamond "Cellulose" Products

Harry L. Diamond Sales Representative 1411 So. Michigan Ave. Chicago, Ill.

#### MISCELLANEOUS

FOR SALE: Factory. The buildings are fireproof, made of steel and concrete blocks, two story and basement and reinforced one story and basement extension, offers approximately 39,-000 square feet of working space, to-gether with machine shop. The construction represents a much greater investment than is commonly found in buildings used for similar purposes. Inside the floors are mostly concrete, covered with two inches of hardwood. The entire plant is equipped with Grinnel sprinkler system. There are two boilers, one a Pacific Coast heating boiler, and the other an Ames boiler. Three loading platforms provide for rapid handling of stock. The site takes in four acres of land with railroad siding (N.Y.C.R.R.-Black River Division). This property can be purchased for less than 25% of its replacement of cost value. Glenfield, N. Y. is situated in the Black River Valley on a Main Highway (RT 12) between Utica and the St. Lawrence ports. bordering Black River. Electricity is supplied by the Central N. Y. Power Corp. In the heart of the dairy country, ideal place for a candy factory. Industrial Committee, Glenfield, N. Y.

#### SALES REPRESENTATIVES

WANTED: Chocolate Salesman. Oldest organization require a good experienced man to cover Chicago and nearby territory. Must know trade and have aggressive personality. Address J10404 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago.

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# MANUFACTURING CONFECTIONER

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